

THE NATIONAL Provisioner



THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 83

JULY 5, 1930

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Number 1

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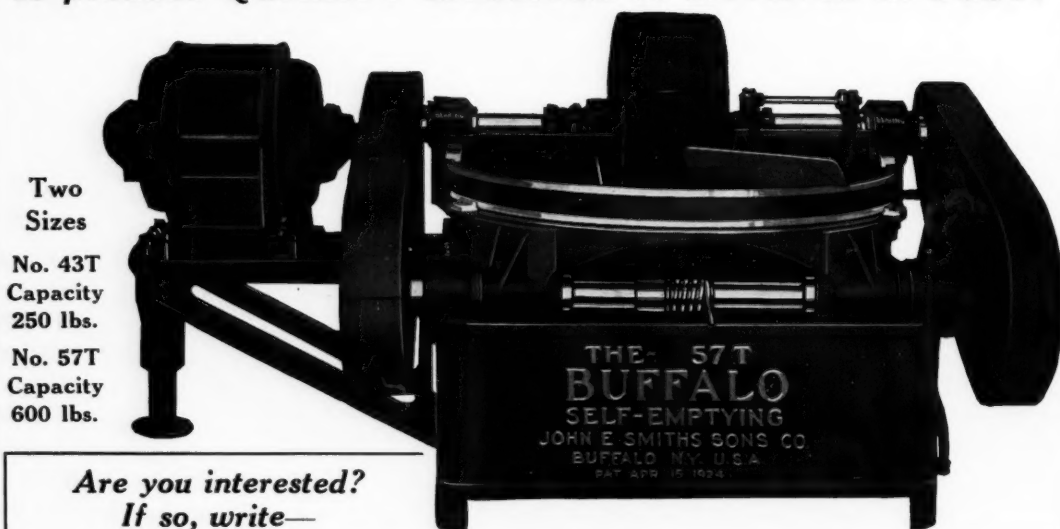
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Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS



Vol. 83. No. 1

JULY 5, 1930

Chicago and New York

Getting Best Results From Packer Salesmen

Should City Salesmen Be Paid in Proportion to Profits They Make Or Is a Straight Salary the Best?

III—Basing Remuneration on Profit Made Is One Suggestion

How should the meat packer's city salesmen be paid?

On a straight salary basis, most sales managers say.

"A straight salary for definite results leaves nothing in doubt," seems to be the general opinion.

However, for this straight salary basis to be entirely satisfactory to both salesman and packer, it is generally conceded the salesman must be a good man, and he must have a "square shooter" for a boss.

Would it be feasible to pay salesmen on the basis of the profit they make for the company?

That is, could they be paid on the commission basis, this relating to profit items and increasing with the increase in the rate of profit? One sales manager believes this would be advantageous.

Every good sales executive watches his selling costs. At best they are high.

A search is always being made, therefore, to reduce them and at the same time increase efficiency and returns, both to the company and to the men actually engaged in selling.

What Is Best Basis of Payment?

The sales manager of one company asked THE NATIONAL PROVISIONER some time ago what had been the experience of packers in paying city salesmen on a commission basis.

In order that the benefit of the best thought in the industry might be avail-



able, a questionnaire was sent to representative sales executives. This asked not only what they thought of paying salesmen on a commission basis, but also what they regarded as the most satisfactory arrangement for all concerned.

The first report on these replies appeared in THE NATIONAL PROVISIONER of March 8, and the second in the issue of April 26, 1930, both under the heading "Getting Best Results From Packer Salesmen." The final discussion follows.

While the bulk of sales executives agreed that the commission plan was not feasible for city salesmen, one sales manager presents another point of view. He feels that if it is practical to pay outside salesmen on a commission basis, there can be no reason why city salesmen should not operate the same way.

This sales manager says:

Editor THE NATIONAL PROVISIONER:

"Our plan is to credit our city salesmen for all sales made in their territory, regardless of whether the sales-

man brings in the order himself or it comes in over the telephone.

Paid on Straight Salary Basis.

"As all of our salesmen are paid on a basis of straight salary, and we pay all their expenses, my opinion on the questions you raise will not be from our own experience.

"I would like to hear from other sales executives regarding the advantages of paying commission over paying straight salaries or salary and commission. I am a member of the Sales Managers' Club of our city, and we had a discussion on compensation of salesmen at our meeting a short time ago.

"One of our members, who is in charge of the local office of a recently formed wholesale drug chain, made the statement that their salesmen were operating on a commission basis, where several years previous they were paid a straight salary. When they changed over from straight salary to the commission arrangement, they paid no commission on what they called their "unprofitable business." These were the products for which there was a demand with the retailer and which took the least amount of effort to sell.

"They then divided the profitable items so that the salesman's commission was paid in accordance with the percentage of profit made by the company. The most profitable items paid the largest percentage of commission.

"Percentage of Profit" Payment.

"This man made the statement that the increase in sales on the profitable

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items was amazing, and that had they continued on the straight salary basis they would not be in business today.

"I believe that the same results could be accomplished in the packing industry, following along the same plan, and that it is entirely practical to do so.

"I believe that the most economical method of paying salesmen is on the commission arrangement, providing the price list is lived up to. In case of the management which allows a salesman to go out and make his own prices, this would be a disastrous arrangement.

"Where a man is paid on the commission arrangement it should prove an incentive to him to increase his volume of business, and where the salesman is losing business he will be paid in accordance with the tonnage produced, and lost business will penalize his income.

Favors Commission Basis.

"The salesman who, under the commission arrangement, continues to lose business—and where it is shown that conditions in his territory are not responsible for this lost business—should be dropped and a more efficient man put in his place.

"From the standpoint of the salesman, I am of the opinion that the commission arrangement is the finest method, because as he increases his sales he automatically increases his salary.

"Under the straight salary arrangement, a man usually has to produce for several months before the increase in his tonnage is rewarded by an increase in salary."

A Southern packer who has tried the commission basis in the city has come to the conclusion that so far as his conditions are concerned, the salary basis is best. He says, however:

Compensation Depends on Individual.

"It appears to us that the different types of salesmen require different ways of handling and different methods of paying. It is hard to standardize on any one method of compensation to salesmen that is satisfactory and applicable to all kinds. We change them around and try to fit the kind of a plan for compensation to the particular man and territory.

"We have found the commission basis good for new routes and distant routes where close supervision is expensive. Some salesmen respond to one plan better than to another. We believe prices have to be watched closer on some commission salesmen, but the same is sometimes true on a straight salary basis.

"There are many sales in the 'home town' or 'branch town' for which the salesman is not responsible. Many customers take advantage of the prox-

How Would This Work?

One sales manager wants the opinion of others on the following plan:

Pay salesmen on a commission basis, paying no commission on what is known as "unprofitable business." That is, on products on which there is a demand and which require little sales effort to move.

To compensate the salesman for this, divide with him the profit on profit items, paying him a commission only on the profit made by the company, the most profitable items paying the largest commission.

This plan worked successfully for a drug company, the increase in sales of profitable items being "amazing."

Would it work in the packing industry?

imity of the branch or plant and call on the phone or send or come themselves. This takes the time of other men and for this reason the salesman is not credited with such sales."

Salary for "Non-Profit" Items.

Another executive points to the difficulty of crowding non-profit items when salesmen are on a commission basis.

Packers' Trade Code Receives Support from the Packing Industry

It is less than a year since the meat packing industry adopted a code of trade practices.

But, judging from the grist passing through the code mill, the plan seems to have met with favor, and packers appear to have made use of the plan organized for their benefit.

"The code of trade practices of the American meat packing industry has received encouraging support from the industry since its adoption in the fall of 1929," states Wm. Whitfield Woods, president of the Institute of American Meat Packers, in a recent Institute bulletin to members.

"The code is reducing or preventing uneconomic practices and unfair methods of doing business, and is helping packers to raise trade practices in this industry to a still higher level of sound business and 'good ethics,' Mr. Woods points out. "As developed and adopted, the code represents a general and sincere willingness to cooperate constructively toward better standards.

"It has been demonstrated that packers are making a conscientious effort to keep the code of trade practices, and that their intent to observe it is steadily shaping the practices of the industry.

"It seems plain that the code has had and is having a strong and wholesome

"The main trouble with salesmen on a commission basis is the difficulty of controlling them in the way of directing effort to special articles that you want to crowd at times when they may not even be showing a good profit," he says, "so that a commission on profits would be of no use to the salesmen.

"There may be things also which require hard sales effort and result in small tonnage. These things would not be of interest to the salesmen working on tonnage commission basis, or tonnage and profit, or one receiving bonus for corresponding tonnage or for corresponding profits or for both.

"It is some times more important in this business to sell bologna or liver sausage than it is to sell hams and other items carrying heavy tonnage."

Another packer points to the close margin of profit on most city sales as a real objection to paying on a commission basis.

"Most packers represented in the cities sell through branch houses," he says, "a large portion of their tonnage being in volume goods sold at small profit, and the commission basis of payment would not be practical."

effect on trade practices. This effectiveness is due to the sincere desire of packers to observe the code, to make it effective."

List of Complaints and Rulings.

A booklet containing a resume of the trade practices questioned since January 1, 1930, the date set by the Secretary of Agriculture for the entire code of trade practices of the American meat packing industry to become effective, has just been issued by the Institute. This booklet contains the summary of the complaints, rulings and inquiries based on the code which have been submitted to the Institute for handling.

Reviewing the history of the code, Mr. Woods says:

"This code was adopted at a trade practice conference of packers and wholesalers called by the Secretary of Agriculture and held at Chicago on October 22, 1929. The Secretary of Agriculture was represented by Dr. John R. Mohler, Chief of the Bureau of Animal Industry, who presided.

"The code as a whole was not to go into effect until January 1, 1930. The Secretary stated to the Institute: 'I am gratified to know that the industry so overwhelmingly expressed its approval of these resolutions and as stated in my message to the confer-

(Continued on page 49.)

Distribution of Pre-Cut Meats in Packages

Progress of Discussion on the Sale Of Consumer Cuts in Packages in Either Fresh or Quick-frozen Form

What is the present situation regarding packaged retail meat cuts, either fresh or frozen?

Newspapers, magazines and trade papers have been filled with so much garbled information on this popular subject that a wrong picture might easily be given either to the consumer or the trade.

Those who look ahead see the trend definitely in two directions—pre-cut fresh meats and pre-cut hard-chilled meats—both in packages.

Advocates of each prefer it to the other, and both are scoffed at by the old-line packer and meat retailer.

Room for Everybody

As near as anybody can guess at this stage of the experiment, there may be room for both methods, as well as a survival of the old type of slaughtering and retailing.

But this is the age of the food package and the food brand, and the day of "eye appeal" in advertising and merchandising. And every meat merchandiser must keep this fact in mind if he wants to stay in business.

Beginning with the success of quick-freezing as applied to fish, THE NATIONAL PROVISIONER has kept the meat industry informed of developments in quick freezing. This is still in the development stage, both processing and merchandising, as it applies to meats.

The parallel development of central cutting of retail fresh meats has also been recorded by THE NATIONAL PROVISIONER from the start, the outstanding example in that line being the experiments of Frank L. Parsloe of the H. C. Bohack Company, which cover cutting, servicing and merchandising, and are a notable contribution to the history of meat distribution.*

Both these trends indicate to the meat packer the thought that

at some time in the future he may have to turn his abattoir into a meat factory.

Forced to Face Situation

The "new competition" has kept both packer and meat retailer awake nights.

If the cereal manufacturer can pack and distribute meats, and if the grocer can sell packaged meats with low-cost overhead, what is to hinder the meat packer from distributing or the meat retailer from selling any line of foods?

Prejudice, sentiment or outworn custom will not settle these problems. Manufacturing and sales costs govern, and consumer preference is the final arbiter.

As the old saying goes, the proof of the pudding is in the eating.

Bringing Discussion Up to Date.

A worthy effort to bring this discussion up to date was made by the New York Food Research Council in a round-table discussion held in New

York City under its auspices on June 26.

Discussing the distribution of packaged pre-cut meats, based on experience and experiments, Frank L. Parsloe of the Bohack Company told of their success with fresh-cut packaged meats, while G. M. Troutman of Swift & Co., and Vice-President Marion Harper of the General Foods Corporation, reported on quick-frozen meats in packages. President George Kramer of the National Retail Meat Dealers' Association spoke for the old-line meat dealer, and B. F. McCarthy of the U. S. Bureau of Agricultural Economics reviewed the subject from a non-partisan viewpoint. Executive Secretary Earl R. French presided.

Meat Retailer Is Skeptical.

Speaking for the retail meat dealer—the butcher who cuts meat in his own shop—President George Kramer of the national association says fresh-cut meats cannot be sold in packages for two chief reasons:

Because cut meat drips and will not hold its color or condition in a package.

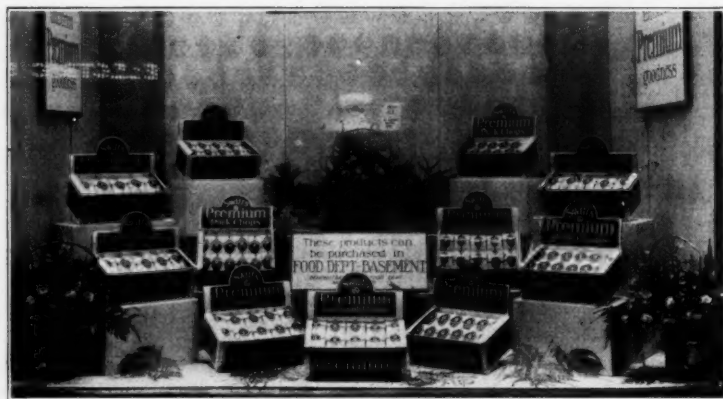
Because the retail meat dealer, with added costs of refrigerated cases and refrigeration, packaging, etc., cannot



WRAPPED FROSTED MEATS ATTRACTIVE TO CONSUMER.

General Foods uses this compound case to display hard-chilled meats in Cellophane wrappings, with separate storage compartment, so that display compartment will not be opened and warm air admitted.

*See THE NATIONAL PROVISIONER, April 19, page 19.



PACKER OFFERS HARD-CHILLED FRESH MEATS IN PACKAGES.

Window display of the first Swift hard-chilled lamb and pork chops, in parchment-wrapped packages and counter cartons. Swift & Company have since added steaks and other fresh meat products to this line.

sell packaged meats on his present gross margin.

As for quick-frozen packaged meats, Mr. Kramer flatly declares that the consumer has not and will not accept them, because the price spread is too great and because such meats do not hold color and condition. He also accuses packers of marketing such packaged products in violation of recognized grades.

Success With Fresh-Cut Meats.

Reporting results of their experience in selling fresh-cut packaged meats in several hundred of their stores, Frank L. Parsloe, controller of the H. C. Bohack Co., Brooklyn, N. Y., says that sales reports show consumer acceptance of the product through greatly increased sales.

Packaging, refrigeration and handling costs are more than offset by savings in labor and product through central cutting, as against employment of high-wage meat cutters in each shop. In fact, an actual saving is shown in cost of shop equipment by substituting the refrigerated case for the old shop ice box.

As to condition of meats, no complaint has been made by customers, while the "eye-appeal" of the transparent wrapping has been a great sales stimulant.

There has also been a great saving on the total yield of the carcass through central cutting and economical utilization, saving of shrinkage, waste, etc.

Consumers Like Frosted Meats.

As to quick-frozen packaged meats, reports based on a four months' sales test in ten retail stores of different types at Springfield, Mass., made by Vice-President Marion Harper of General Foods, include the following data:

Quick-frozen packaged meats gained immediate consumer acceptance, and in 100 days in these stores 82 per cent of the buying was repeat business.

Starting with 18 cuts of one grade of meat, they now offer 26 different cuts, and more will be added.

Fresh meat sales (meat cut in the stores) decreased 25 per cent.

Quick-frozen meat cases alongside fresh meat counters sold four times the volume in ten feet of counter space as was sold in all the rest of the store.

Packers' experience was discussed by G. M. Troutman of Swift & Company, New York, who reported on exhaustive study of both hard-chilled and fresh meats in pre-cut package form, experimental distributive outlets opened for hard-chilled meats, and the success they met with.

Government Expert Comments.

Representing the federal government, and speaking presumably for the consumer, Mr. McCarthy reviewed the whole situation impartially and at length. He defined "conventional retail

marketing" and spoke of the trend toward packaged food products.

He called attention to the growth of demand for prepared food products and the convenience of the package. He said it was apparent that consumer buyers have supported this trend, and added that "consumers have come to rely upon packaged foods because experience has taught them that identifiable packages usually contain merchandise of uniform quality."

He said there was an acknowledged prejudice against frozen meats on the part of consumers, which might be overcome by education, and that there might be a limited outlet for this product. As to fresh-cut packaged meats, he outlined their economic advantage over present methods of shop cutting, and thought they could be safely and profitably packaged.

Any man, he said, "with the real interest of the industry at heart will exert himself to the fullest to prevent economic waste."

In the final analysis, he said, the consumer will decide. If the consumer decides that packaged meat is more uniformly graded, more sanitary in handling, more convenient to serve, better trimmed, more neatly packaged, more reasonably priced—then she will buy it.

The independent meat retailer must meet the situation, he said, and adapt himself to the new conditions.

Details of this discussion will appear in later issues of THE NATIONAL PROVISIONER.

DISTRIBUTING FROSTED MEATS.

In his talk at the New York conference vice president Marion Harper of General Foods told of their progress toward distributive organization for frosted meats. Up to date these have been offered only at Springfield, Mass., as the company wanted to be sure that distributive plans and methods were right.

"The big problem we have been up against," said he, "has been that of getting equipment for the handling of the goods in the store which we can recommend to the retailer with the assurance that it will work efficiently. We are on the verge of defeating that problem.

"I expect that within sixty days or so we shall have equipment that will work satisfactorily every month of the year regardless of the temperature outside."

Mr. Harper also announced that the company will put into operation at its plant in Boston (Batchelder, Snyder,

(Continued on page 53.)



FRESH-CUT MEAT LABEL.

One of Frank Parsloe's merchandising ideas, the label of wrapped fresh-cut meats, which identifies the product and gives weight and price.

New Cooling Device Simplifies Methods of Handling Sheep and Lamb Skins

There are two general methods of handling sheepskins.

In the larger meat plants, where considerable numbers of sheep and lambs are slaughtered, wool pulleries are quite often operated. In these cases the skins are transferred at once from the killing floor to the wool house.

In the smaller plants, sheep and lambskins are usually held until enough have been accumulated to be shipped to wool pulleries. This necessitates curing to prevent decomposition.

Sheep and lamb skins in the wool are difficult to cure, and require careful handling. This is due in part to the inherent qualities of the skins and the heating effect of the wool, but largely to the fact that the wool contains much foreign matter laden with bacteria, which lose no time getting to work on the hide as soon as it is dropped.

Quick Cooling Improves Quality.

Obviously, therefore, it is important to get the skins thoroughly salted as soon as possible after they come from the killing floor. But before this can be done the skins must be cooled.

To cool sheepskins thoroughly requires several hours. During this time, of course, bacterial action progresses. Shortening the time of cooling, therefore, would not only aid in the production of better skins, but would also simplify the process and reduce the cost of handling and salting.

Charles Friend & Co., dealers in hides and skins, have succeeded in doing this in their plant at Detroit, Mich., where large quantities of sheepskins are handled. This company takes the output of sheepskins from several of the Detroit meat plants, the skins being delivered in trucks directly from the killing floors.

This sheepskin cooling device, the idea of Carl Wiler, vice-president of the company, is simple in design and construction. Any packer interested is at liberty to construct a similar machine. The device has not been patented, and it is not the intention of Mr. Wiler to apply for a patent on it.

Cuts Cooling Time in Half.

The general idea of the device and its construction are shown clearly in the accompanying illustrations. The machine consists essentially of a four-wheel hand truck on which are mounted three fans driven by a 5½ h. p. motor through a single shaft. These fans are enclosed in a single housing, the rear of which is open for the entrance of air. Individual outlets are provided, each of which is equipped with a deflector for directing the air blast up, down or horizontally as desired.

When the skins are received from the killing floors, they are loosely piled in front of the fans. They are cooled by the air blast in about half the cooling time ordinarily required.

In addition to being used for cooling skins quickly before salting, the company has found the machine very useful for correcting conditions in a pile that shows any tendency to heat. When such a pile of skins is torn down the machine is wheeled into position and the air blast directed so as to reach the skins as they are removed. The rapidly moving air quickly dries off the moisture and cools the skins.

Better Working Conditions.

Another advantage of the machine, considered very much worth while, is the better working conditions it creates, particularly during warm weather. When the fans are operating the

humidity and temperature of the work rooms are much lower than usual.

PACKER CONVENTION EXHIBITS.

An exhibition of supplies and equipment used in the meat packing industry will be a feature of the twenty-fifth annual convention of the Institute of American Meat Packers, which will be held in Chicago from October 17 to 21, inclusive, says President Wm. Whitfield Woods in a recent Institute bulletin to members.

In recent years the exhibit hall has been an especially interesting part of the annual convention. As in the past, the exhibit will feature modern packinghouse equipment and supplies.

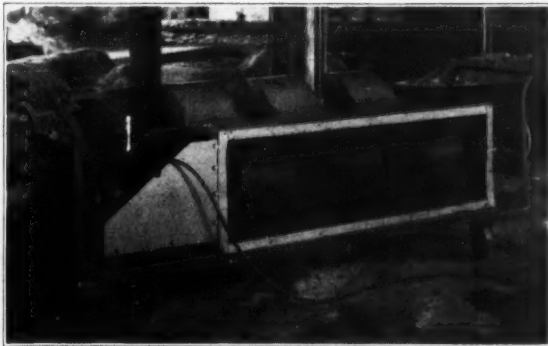
More complete information regarding space, etc., will be available at an early date.

CATTLE DIRECT TO CONSUMER.

Establishment of a group of twenty-five retail meat markets is planned by the Virginia Cattle Co., New Orleans, La. The company holds a large tract of land which will be used to prepare cattle for slaughter. Several leases for the proposed retail group will be closed shortly, and preference will be given to established locations where facilities for handling meats have already been installed. The cattle produced will then be sold direct to the consumer through the retail outlets.

LAST CALL FOR PRIZE IDEAS.

Entries in the Institute Awards Contest for 1930 must be mailed to the Institute of American Meat Packers, Department of Packinghouse Practice and Research, on or before July 15. A substantial number of entries have been received, according to the chairman of the Committee on Awards. Participants should be careful that their entries are mailed to the Institute on or before July 15.



SHEEPSKIN COOLING DEVICE IN USE IN THE PLANT OF CHARLES FRIEND & CO., DETROIT, MICH.

The device consists of three fans mounted on a hand truck and driven by a 5½ h. p. motor through a single shaft. The front view of the machine is shown at the left. A deflector is installed in each air outlet to direct the air up, down or horizontally as desired. The three fans are inclosed in a single housing which is open at the rear, as shown at the right.

Livestock and Meat Board Plans to Broaden Its Activities

At the seventh annual meeting of the National Live Stock and Meat Board, held in Chicago on June 26 and 27, steps were taken to expand the directorate of the organization; an important statement was issued to the public and the industry relative to the present meat situation; a mass of reports on the work of the past year were heard; and plans were laid for continuing and broadening the work in the future.

The board went on record approving amendment of its by-laws to provide increasing the number of directors from 17 to 21. Three of these would come from organizations not now represented—the Interstate Live Stock Feeders and Growers Association, the Colorado-Nebraska Lamb Feeders Association, and the Cooperative Marketing Association. Each would have one director. The fourth would be a packer appointed by the Institute of American Meat Packers, which now has two representatives.

The statement relative to the present meat situation was issued by Charles D. Carey, Cheyenne, Wyo., re-elected chairman of the board. Mr. Carey said:

Quality Meat Low in Price.

"The fact that meat now is available in abundance at unusually low wholesale prices, which in some instances have not been equalled in a number of years, should prove beneficial not only to the consumer, but to the livestock and meat industry as well.

"Adjustment of the present price levels and otherwise encouraging a larger volume of meat business will have the desired effect. The retail business should exert every effort in this direction.

"The wholesale price of beef not only is low, but the quantity available is larger than at any time for the past four years. Cattle supplies are on the increase. The wholesale price is approximately 25 per cent below the figure of a year ago.

"The wholesale price of lamb in recent months experienced a similar decline, reaching its lowest level of the last ten years, with large volume of lamb available for the market. Pork, likewise, has shown a downward trend.

More Beef Being Graded.

"Such a depression in wholesale meat prices should prove to be a boon to consumers, and if they are familiarized with the situation there is no question that they will take advantage of it to the fullest extent for, as is well known, we Americans are a great meat eating people. It remains, then, for the livestock and meat industry to call the public's attention to the facts for the mutual benefit of all concerned."

C. V. Whalin and W. C. Davis of the U. S. Bureau of Agricultural Economics reported on the work of the government in grading and stamping

beef during the past year. While the service has not been expanded so far as the number of cities is concerned, the quantity of beef graded by the same force of graders was approximately 62 per cent greater than in the preceding year, they said.

E. W. Sheets of the U. S. Bureau of Animal Industry stated in his report of the national cooperative study of factors influencing the quality and palatability of meat that the work had progressed very satisfactorily during the year. He emphasized the point that much was yet to be accomplished. Mr. Sheets went into some detail concerning the various phases of the work, which includes breeding and feeding experiments, slaughter, histological and chemical studies, and on down the line to the study of color, texture, and cooking. Twenty-four state agricultural experiment stations and the gov-

ernment are cooperating in the work which was instituted by the board.

New Scientific Research Recommended.

Dr. C. Robert Moulton reported in behalf of the National Research Council through which the board is conducting a portion of its scientific research work. Dr. Moulton stated that two of the major projects of this nature had been completed during the past year and offered recommendations for the introduction of new work relative to meat as a food which he believed would be of real value to the livestock and meat industry.

Prof. C. W. McDonald of Iowa State College and Prof. V. A. Rice of Massachusetts Agricultural College were well pleased with the results of meat demonstration programs which the Board conducted in their states.

K. F. Warner of the U. S. Department of Agriculture, who in the past year has served as superintendent of the intercollegiate meat judging contests, sponsored by the Board, reported on this work for the year, expressed his firm belief in its great importance and foresaw unlimited possibilities for expansion in the future.

(Continued on page 46.)

U. S. Beef Grading and Stamping Service to Be Expanded

Expansion of its beef grading and stamping activities to provide service at several additional slaughtering centers soon after July 1 has been announced by the Bureau of Agricultural Economics, U. S. Department of Agriculture. These centers include Buffalo, Erie, Cleveland, Detroit and St. Louis. Experienced beef graders will be stationed in the five cities, to grade and stamp carcasses and wholesale cuts of beef for slaughterers at a nominal charge.

The federal beef grading and stamping service was inaugurated at a few large slaughtering centers in May, 1927, in response to a widespread demand for a grading service to indicate the quality of beef in a way that would be comprehensible to the consumer.

"Roller stamping devices were invented that made it possible to display the Federal grade label on each cut of beef. The label informs the consumer that the steak or other cut was designated by the federal grader as "U. S. Prime," "U. S. Choice," "U. S. Good," or "U. S. Medium," depending on its quality.

The popularity of this government grading and stamping, says the announcement, produced a volume of requests for the service from all branches of the meat industry, including slaughterers, wholesalers, retail meat dealers, hotel supply houses, and hotels or restaurants in all parts of the country. The service was made available at Boston, New York, Philadelphia, Washington, Chicago, Kansas City, Topeka and Omaha. The department received requests for further expansion to additional centers, and it is in response to these requests that the July 1 additions are being made.

As evidence of the increasing demand for government-graded and stamped beef, the bureau cites that there was an increase of 62 per cent in the quantities of beef graded and stamped during the past five months, as compared with the same period a year ago.



R. C. POLLOCK.
Re-elected General Manager, National
Live Stock and Meat Board.

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Let the Facts Be Shown

Motions of wholesale grocers' asso-
ciations to dismiss certain packers' peti-
tions for modification of the so-
called consent decree have been dis-
missed by the Supreme Court of the
District of Columbia. The case will
now have a hearing on its merits.

Packers affected by the decree ask
that it be modified to permit them to
meet changed conditions in food distri-
bution. If food manufacturers in other
lines are permitted to distribute or to
retail meats, they fail to see the justice
of the rule which forbids them to dis-
tribute or retail other food products.

Conditions have changed since the
decree was signed back in 1920.

The Attorney General has stated that
his attitude toward the proposed mod-
ification would be determined only after
a full hearing of the evidence in sup-
port of the petition to modify. This
evidence, presumably bearing on
changed conditions in food distribution,
can now be presented in court, the
wholesale grocers having failed in their
attempt to suppress it.

Some people think these packers
never should have consented to the de-
cree in the first place. They appear to
have even stronger ground at this time
for asking to be relieved of the han-
dicap of what seems an entirely illog-
ical discrimination between them and
other food distributors.

Guaranteeing Profits

The usual plan of operation in the
meat packing industry, as well as in
most other industries, is to do all the
volume possible, make money on that
volume if this can be done, charge off
depreciation, costs, taxes, etc., and if
anything is left pay dividends and add
to surplus.

Profit engineers say this method of
figuring is wrong. The profit should
be figured first and other costs after-
wards.

If general conditions point to a lower
business income during the approaching
year, a plan must be worked out to in-
sure dividends and profits just the
same. Whatever else is hit-or-miss
these must not be. The business must
operate on what is left.

This can be done by profit engineer-

ing. Planned profits are said to be just
as possible of attainment as planned
production.

General Motors has demonstrated the
practicality of such a plan. Prior to
1930 it set up five separate profit main-
tenance plans, for varying incomes dur-
ing the year, all of which were well
below those of 1929. The results of
operations in the first quarter of the
current year showed that while over-
head had to be spread out over a re-
duced volume of business, the average
profit per unit produced was consider-
ably increased.

This did not just happen. It was
carefully planned by way of the profit
engineering route.

Herein would seem to lie a sugges-
tion for meat packing companies. There
is a close relationship in the problems
that beset the two industries. Compe-
tition is keen. Price cutting is general.
The product of the motor manufacturer
is perishable in that it goes out of
style in a short time. The meat packer
has an advantage even, as all of his
product falls in the necessity class
while much of that of the motor manu-
facturer falls in the luxury or semi-
luxury classes.

If a great automotive manufacturing
concern can insure its profits in a
period of materially reduced business,
why not meat packing companies? The
ways of the profit engineer would seem
to be worth investigation.

Power Saving Reminders

Meat plant department heads often
lose sight of the fact that heat, light
and power are tangible commodities
and cost money to produce, just as do
the other supplies used.

They are at hand in abundance, ready
for use by the turn of a switch or the
opening of a valve. And it is some-
times difficult to realize that when they
are wasted the loss goes back to the
coal pile and to the pocketbook of the
packer.

One meat packer furnishes figures
showing the cost of light, heat and
power used in the various departments
to his department heads each month.
These costs, he says, are reminders the
men cannot overlook, and are valuable
aids in keeping alive the desire to pre-
vent the waste of these supplies.

Practical Points for the Trade

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To Avoid Meat Skippers

There is seldom any trouble in the packinghouse from "skippers" when precautions are taken to carefully screen every place where cured meats are held. Nevertheless there is some complaint from time to time regarding skippers.

A Southern packer writes as follows regarding this pest:

Editor THE NATIONAL PROVISIONER:

Some of the retailers to whom we sell meats have complained that our hams had skippers. What makes skippers get in meat, and how can this be prevented?

We have heard of the skipper in hams and bacon back as far as 1806, according to the U. S. Department of Agriculture. The pest is commonly known as the "cheese skipper," and it infests cured rather than fresh meat. The smoked product is subject to attack more often than is the salted product. Skippers also attack salted beef.

Skippers are not uncommon in inedible material, especially where it is not properly taken care of and protected. Hoofs, horns and dried bones are subject to attacks of the skipper fly. Improperly dried bones and hog hair are often infested with skippers.

In discussing control measures for the skipper fly, the U. S. Department of Agriculture points out that there are four phases of control. These are:

1. Preventing adult skippers from entering meat storage rooms.
2. Preventing infestation of meats stored in rooms to which the flies have access.
3. Killing skippers in infested meat.
4. Killing skippers in storage rooms.

Screening is the best method for keeping the skipper flies out of storage rooms. Wire cloth at least 30 meshes per inch should be used for this purpose.

The presence in the vicinity of cured meats of skipper infested bone refuse is undesirable. Warnings have been given of the danger of bringing in infested prairie bones, and also of storing bones about a packinghouse, especially in proximity to cured meat storage departments.

Wrapping the Meat.

The most common method of protecting cured meats from the flies when hung in rooms to which the flies have access is careful wrapping of the meat. After wrapping the meat is sometimes dipped in a white wash or yellow wash for further protection.

Where retail markets store cured

meats for some length of time, and have trouble with the skipper fly, they could prepare a screened closet or cage made of 30-mesh wire cloth and put the meat in this. Care must be taken, of course, to be certain that the meat is free from infestation when it is put into this cage or closet.

Both where meats are screened and where they are wrapped, the success of the measures depend upon their use with hams, bacon and shoulders which are not infested.

When meat has once become infested it is very difficult to free it of the infestation, because the skipper fly lays its eggs deep in the crevices of the meat, and it is almost impossible to detect them.

Refrigeration and Gas Methods.

Cold storage of meat is a reliable preventive of skippers. Experiments indicate that cold will kill skippers. To secure this result, however, the temperature must be well below freezing.

The most reliable method of treating rooms infested with skippers is thorough sweeping, followed by fumigation for 24 hours with hydrocyanic acid gas, using at least 2 oz. of sodium cyanide per 100 cubic feet.

Since hydrocyanic acid gas is very

poisonous to human beings when it is inhaled, its use in occupied buildings or in locations where the gas may leak through into adjoining occupied buildings should not be attempted. Only careful persons, thoroughly informed as to the proper methods of procedure, should undertake to generate this gas. After fumigation, rooms must be thoroughly ventilated before being entered.

On account of the uncertainty which attends attempts to kill all skippers in their early stage, because they are deep in the tissues of the meats, infested stocks of meat should be removed from storage spaces, and some disposition made of them that will insure the destruction of the infestation.

Greatest Danger in Smokehouse.

The period of greatest danger from the skipper fly begins in the smokehouse. The danger of infestation is small when the meat is first hung there to dry. But when the heat of the fire drops for the last time below 100 degrees F., up to the time the meat is removed from the smokehouse, there is great danger of infestation.

While smoked meats are cooling off in the smokehouse they are not only at maximum attractiveness for skipper flies, but also are readily accessible to the flies when unscreened doors, windows or ventilators are left open. It is recommended that smokehouses be of tight construction and thoroughly screened with wire cloth of at least 30 meshes per inch.

Skipper flies are more prevalent in the warmer months, but there seems little excuse for failure to properly protect cured meats at all times. This protection should be through fine screens or glass cases, or low temperatures from the time the meats leave the curing vats until they are wrapped or are sold to the ultimate consumer.

NEW FINISH FOR MONEL.

A new monel metal finish, designated as No. 8, has been developed by the Huntington mill of the International Nickel Co. to replace those finishes formerly known as No. 3 and No. 4. It has a silver satin appearance with more lustre than both of the latter, but without the high reflectivity of the full finished No. 5. The finish was developed to eliminate the need on the part of fabricators for further polishing of their products after manufacturing operations are completed. The No. 8 is more attractive in appearance than the two finishes which it replaces.

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg., Chicago, Ill.
Please send me your reprint on
"Making Dry Sausage."
I am _____
I am not a subscriber to THE
NATIONAL PROVISIONER.

Name _____
Street _____
City _____ State _____
5c in stamps enclosed.

Dip for Canvas Hams

A packer shipping hams into a Southern climate wants to know a good dip to use for the hams wrapped in canvas. He says:

Editor THE NATIONAL PROVISIONER:

We plan to ship considerable consignments of ham into semi-tropical climates. We plan to wrap these hams in canvas and then to dip them in a white or yellow wash.

Can you give us formula for this wash?

The inquirer asks how the wash is made in which hams wrapped in canvas are dipped.

There are a number of methods of preparing this solution, and it may be made up either white or yellow as desired.

To make a tierceful of yellow wash, use

525 lbs. barytes with 8 gals. water
24 lbs. ground glue with 3 gals. water
25 lbs. flour with 6 gals. water
40 lbs. dry chrome with 3 gals. water.

Boil the barytes and glue separately. Mix the flour and glue together before adding the barytes. Add the chrome yellow. Mix and boil for half an hour.

The flour should be steeped overnight.

If a white wash is desired, the chrome yellow should be omitted.

Another white wash can be made by the following formula:

600 lbs. floated barytes
45 lbs. flour
70 lbs. water
31½ lbs. white glue
½ teaspoon bluing.

The glue should be cooked and strained through a piece of cloth before being added to the solution, as there is liable to be more or less sediment in it, which should be removed. Then mix with the flour and let stand for about 12 hours. Add the barytes, using hot water in mixing. After it is mixed, add the bluing.

This mixture should be used at a temperature of 90 to 100 degs.

Poor Color on Franks

An Eastern sausagemaker is having trouble getting a good color on his frankfurts in the smokehouse. He says:

Editor The National Provisioner:

We are having trouble with our franks. While smoking, a moisture appears on them and we cannot get the desired color on the skin. Part of the frankfurt may show a light streak down the side and the rest a little better color but not perfect.

After cooking and cooling thoroughly we hang them in the ice box. The next morning they appear as though they have been dipped in water. They are very wet and won't dry up.

We put the franks in the smokehouse at 140 degs., and after they are dried, raise the temperature to 160 degs. until finished.

This sausagemaker is using a formula and method of manufacture that should produce a good product, provided his cured meats are all right and are not

short so they will absorb the quantity of crushed ice used.

The sausage goes into the smokehouse at a pretty high temperature, giving no time for the product to dry off thoroughly. It should be hung in the smokehouse at a temperature of 115 to 120 degs. for about 30 minutes, or until the casings are thoroughly dry. Then gradually raise the temperature to 160 degs. or even 170, and smoke for 1½ hours or until the right color is obtained.

The sawdust used in smoking the product should not contain more than 10 per cent moisture, as wet sawdust has a bad effect on color. This inquirer does not say anything about the condition of the sawdust he uses.

Neither does he mention the temperature of the ice box where these cooked sausages are hung. This should not be lower than 45 degs. and 50 is better, and there should be sufficient air circulation to avoid the accumulation of moisture.

Is your question answered here?

Smoked Meat Tests

Do you know what your smoked meats cost you, wrapped and packed and ready to ship?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product? Do you figure in everything, including shrinkage, labor, operating costs, supplies, etc.?

In figuring smoked cost from cured do you divide price by yield, or multiply by shrink? One way is wrong and will cost you money.

The article which ran in THE NATIONAL PROVISIONER on "Short Form Smoked Meat Tests" has been reprinted and may be had by subscribers by sending in the attached coupon, together with a 2c stamp.

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Short Form Smoked Meat Tests." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

General Market House Co., Chicago, Ill. For bacon. Trade mark: DADDY'S. Claims use since January 2, 1929. Application serial No. 278,218.

Western States Grocery Co., Oakland, Calif. For canned meats—namely, cooked corned beef, corned beef hash, veal loaf and meat by-products with pork added, cooked lunch tongue, potted meat food products, deviled meat food products, wafer sliced beef, Vienna sausage, sandwich spread, roast beef, deviled meats. Trade mark: MAX-I-MUM. Claims use since April 15, 1907. Application serial No. 293,201.

MAX-I-MUM

Gulf & Valley Cotton Oil Co., New Orleans, La. For shortening or cooking fat composed of fatty, oleaginous or unctuous food substances. Trade mark: Three willow pattern plates in a row and the words: BLUE PLATE SHORTENING. Claims use since February 1, 1929. Application serial No. 291,977.

Oscar Mayer & Co., Inc., Chicago, Ill. For frankfurters. Trade mark: OSCAR MAYER'S. "THE ARISTOCRAT OF FRANKFURTS." Claims use since December 1, 1928. Application serial No. 296,227.

Kingan & Co., Inc., Indianapolis, Ind. For canned cooked chicken. Trade mark: A helmsman in an oval above which is the word "Kingan's" and below the word "Reliable." Claims use since November 1, 1929. Application serial No. 297,083.

John Morrell & Co., Ottumwa, Ia. For canned hams. Trade mark: HASTY. Claims use since February 15, 1930. Application serial No. 296,764.

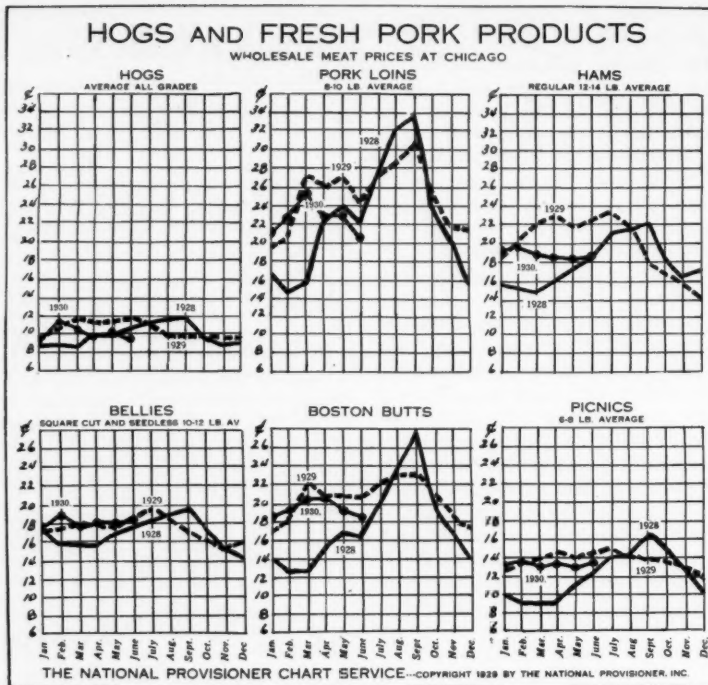
HASTY

TRADE MARKS GRANTED.

Rath Packing Co., Waterloo, Ia. For lard and smoked picnic hams. Trade mark: EL MARRANITO. Filed January 25, 1930. No. 271,690.

EL MARRANITO

Kohrs Packing Co., Davenport, Ia. For pork link sausage. Trade mark: LITTLE FRIARS. Filed February 6, 1930. No. 271,097.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first six months of 1930, compared with those of 1929 and 1928.

A fairly steady market ruled for most fresh pork products during June, except for loins and butts, which showed considerable weakness at times. There was improvement in the price of loins during the latter part of the month, however. There was strength in the market for a few cured pork products, but on the whole demand was unsatisfactory and prices for many

items ruled lower than during the month previous.

Such improvement as has come about has been due, for the most part, to lower hog prices rather than to improvements in the prices of product. Here and there, however, better product prices in the near future seem possible. Stocks of some products are not large and any improvement in demand might easily firm up the market.

Fresh Pork Products.

Loins.—There was a fair movement of loins during the month, particularly in the Central West, at declining prices,

not unusual at this time of the year. Weakness in Eastern markets encouraged shipments to Chicago and resulted in liberal supplies at that point. During the latter part of the month demand was more active and there was some improvement in prices. Few loins are going to the freezer, however, and eventually this should have a strengthening influence.

Regular Hams.—Regular hams registered quite sharp price declines, following closely the lower trend in hogs and being influenced by limited consuming demand. This resulted in a fair accumulation, but offerings moved out freely at the lower prices, buyers evidently realizing that the price pendulum had swung too far. During the latter part of the month there was a price reaction sufficient to bring the average price for the month slightly above that of May.

Bellies.—The market for green seedless bellies ruled fairly steady during the month despite declining hog prices and weakness in surrounding markets. Price fluctuations were within a rather narrow range, due perhaps to moderate stocks and a fair demand. Inquiries continued good for sizable quantities as the month closed.

Boston Butts.—The average price of Boston butts declined further during June. Trade was slow and the product in fair supply. Weakness in this market was attributed, in some measure, to pressure of a fair supply of frozen butts and the easier tone in most fresh meat cuts.

Picnics.—There has been a fairly good demand for both fresh and S. P. picnics, and the average price for June shows a slight improvement. The rather broad consuming demand through chain store channels was the outstanding feature. The put-down on heavy picnics has been light, due to the broad demand for these averages for boning-out purposes.

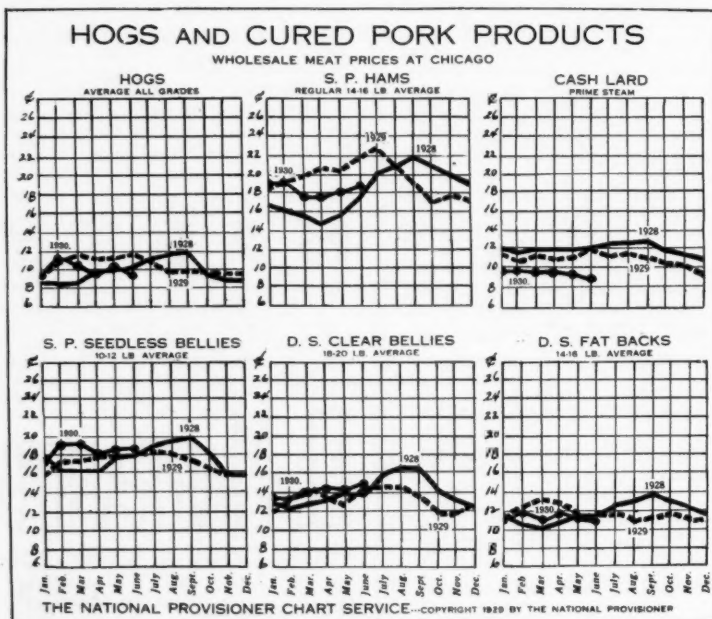
Cured Pork Products.

S. P. Hams.—There was a good movement of S. P. hams during the month, both light and medium averages going into domestic consumption and for export in rather satisfactory quantities. During the latter part of the month domestic demand slowed down somewhat, but there was sufficient export demand to maintain prices.

Lard.—There was little change in the lard market, the gradual price decline in evidence for several months past being continued in sympathy with lower hog and commodity prices. That stocks are getting low in some domestic and export directions seems to be indicated by the fact that there was quite active buying on all recessions. Stocks in storage are comparatively light, and with improved buying in August and September there should be some improvement in the price situation.

S. P. Bellies.—There has been a fair and scattered demand for S. P. bellies during June, but the bulk of the production has moved through smokehouse channels. Prices have been only fairly steady. Packers report a fairly satisfactory trade in slab and sliced bacon. This has been sufficient to absorb surplus stocks of bellies.

D. S. Bellies.—Dry salt bellies ruled slightly higher during the month. Demand has been quite active, and stocks



Provision and Lard Markets

WEEKLY REVIEW

Trade Quiet — Demand Slow — Hog Movement Moderate—Prices Near the Low—Exports Off—Storage Stocks Larger.

The developments in the products market this week have not been very pronounced. There has been a little gain from the low point on lard, and some evidence of a little steadier tone in meats. A better trade developed in meats following the last break in prices, and this served to take some pressure off the market. There was evidence that some of the meat holdings have been disposed of, moving into stronger hands.

The action of the hog market as a whole has been disappointing. Prices have weakened with the finished commodity and in sympathy with the decline in all commodities. From the low point there is a little better tone, some evidence of a more moderate country movement and some better buying by packers and shippers.

The export demand has been slow and without any particular feature. The official report of the exports for the five months ended May 31 showed a moderate loss in the export of lard, the official figures for the five months being 318,000,000 lbs., against 349,000,000 lbs. last year. The weekly report, bringing the total up to June 21, shows a total of 348,000,000 lbs. against 387,000,000 lbs. last year. Estimating the last 10 days in June, the exports for the six months will be about 360,000,000 lbs., or possibly 45,000,000 lbs. less than last year.

Less Bacon Exported.

The exports of hams and shoulders for six months was practically the same as last year. There has been a little better movement in June and the total

have been reduced to a very low working point. Some of the larger operators are reported to be buying D. S. bellies in rather liberal quantities to supply demand in the South.

Fat Backs.—Fat backs were inactive during the greater part of June, and prices tended lower. During the latter part of the month, however, a good class of buying developed and selling pressure was relieved in large measure. Present prices of fat backs are low in comparison with live hogs and D. S. bellies.

Hogs.

The continued narrow demand for meats and commodities generally was responsible for drastic price reductions in hog prices during June. Hog runs were only moderate, which was fortunate, perhaps, in view of the prices that have ruled for product. During the latter part of the month, particularly, hog prices were in better relation to product prices, but there is still room for considerable improvement in this respect.

for the period to June 21, is 665,000,000 lbs. Estimating the last 10 days, the total for the six months will probably be about 68,000,000 lbs. or 3,000,000 lbs. in excess of last year.

The exports of bacon for five months show a decrease of nearly 6,000,000 lbs., but with the better movement in June, the total up to June 21 has been 67,000,000 lbs., against 70,800,000 lbs. last year. The total for the six months promises to be a little under 70,000,000 lbs.

The monthly statement of products stocks at Chicago showed a small increase in lard, the gain being about 7,000,000 lbs. of contract lard, and a small gain in other kinds, with the grand total 67,033,000 lbs., against 48,548,000 lbs. the previous month and 102,838,000 lbs. last year. Stocks of lard have been relatively favorable for some time and have been a stabilizing factor to a certain extent, although the market has felt the influence of depression in other commodities.

Business Prospects Brighter.

The demand for meats during the month was very good and took care of the production. Meats in storage at Chicago at the end of the month totaled 103,203,000 lbs., against 103,464,000 May 31, and 138,667,000 lbs. a year ago. With the better volume of business

which has developed on the recent break in the market, there is some disposition to look for an increased movement of meats from Chicago and a possible decrease in the mid-month report of meats in storage at Chicago to be issued July 15.

The reports on general business conditions continue mixed, but there seems to be a little evidence of a more hopeful feeling. The U. S. Census Bureau report on unemployed was under the popular ideas of the number of unemployed. The National City Bank in its monthly review points out that while business is sick the world over, people should avoid undue and unwarranted pessimism, as the consumption of products is going on steadily. In many manufactured products there has been a decrease in production, or possibly no increase, so that the position of the manufactured commodities is more favorable than it has been.

The statement of the special business committee of the Chamber of Commerce of the United States, and the statement of President Hoover as to the amount of contracts awarded by state and governmental bodies, shows a very encouraging volume of business ahead. This with the vast expenditures of the big corporations, means probability of more general employment than has

Hog Cut-Out Values Still Mounting

Cut-out values of the four representative weights of hogs in the Short Form Hog Test show further improvement this week as compared with those of a week earlier.

Based on prices of product in carlots at Chicago on July 2, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, current cutting losses range from 2c per hog on the lighter averages to \$1.34 on the heaviest.

Prices of live hogs were up somewhat over the previous week and product prices also improved somewhat. And the reduction in cutting losses indicate that the gain in product prices

was relatively greater than the increase in hog prices.

Demand, however, is still slow, both for domestic consumption and export. Stocks of practically all meats in storage and of lard showed a moderate increase during the past month. Continued improvement in the situation seems to be dependent on a bettering of the general industrial situation and an increase in general consumer purchasing power.

The following results are based on average costs and credits. The figures applicable to each plant should be substituted for these. Yields will also vary depending on the quality of the hogs slaughtered and the style of dress. The yields shown in the following table are based on packer dress.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	250 to 300 lbs.
Regular hams	\$ 2.31	\$ 2.29	\$ 2.21	\$ 2.14
Picnics	.60	.66	.64	.60
Boston butts	.60	.69	.69	.69
Pork loins	2.21	2.45	1.81	1.32
Bellies	1.98	1.88	.97	.38
Bellies (D. S.)			.68	1.35
Fat backs (D. S.)			.57	.57
Plates and jowls (D. S.)	.15	.17	.17	.20
Leaf, raw	.15	.17	.17	.17
P. S. lard (rend. wt.)	1.08	1.25	1.04	1.00
Spare ribs	.11	.10	.10	.10
Lean trimmings	.13	.13	.13	.13
Rough feet	.03	.03	.03	.03
Tails	.02	.01	.01	.01
Neckbones	.04	.03	.03	.03
Total cutting value	10.06	9.95	9.55	8.82
Total cutting yield	65.50%	68.75%	68.50%	70.00%
Live cost, 100 lbs.	9.50	9.35	9.30	9.25
Crediting edible and inedible killing offal to the above total cutting value and deducting from this the live cost plus all expenses, the following results are shown:				
Loss per cwt.	.12	.44	.47	.47
Loss per hog	.024	.24	1.04	1.34

been the case in previous business slumps.

The crop situation is encouraging as to volume. The wheat crop promises to be as large as last year, and corn, oats and other feeding crops also show good promise. This means an ample supply of feedstuffs at the low prices prevailing, an ample supply for feeding operations, and the possibility of a profitable feeding position.

PORK—The market was rather dull but steady. New York mess was quoted \$31.50; family, \$33.50; fat backs, \$21.50@25.00.

LARD—A steady tone was noted, with trade moderate. Prime western was quoted at 10@10.10; middle western, 9.85@9.95; New York City, 9½c; refined to the continent, 10¼c; South America, 10½c; Brail kegs, 11½c.

At Chicago regular lard in round lots was quoted at July price; loose lard, 77½c under July and leaf lard 107½c under July.

BEEF—The market was steady. Mess was quoted at \$24.00; packet, \$23.00@25.00; family, \$25.00@26.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongue, \$70.00@75.00 per barrel.

See page 37 for later markets.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended June 27, 1930, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....	291,048 lbs.	
Canada—Bacon.....	3,339 lbs.	
Canada—Veal carcasses.....	172 lbs.	
Canada—S. P. ham.....	7,832 lbs.	
Canada—Calf livers.....	528 lbs.	
England—Ham.....	352 lbs.	
England—Sausage.....	720 lbs.	
Germany—Hams.....	6,377 lbs.	
Germany—Sausage.....	3,450 lbs.	
Holland—Ham.....	3,389 lbs.	
Ireland—Ham.....	211 lbs.	
Ireland—Bacon.....	2,040 lbs.	
Italy—Sausage.....	66 lbs.	
Paraguay—Canned meats.....	46,358 lbs.	
Spain—Ham.....	40 lbs.	
Spain—Sausage.....	2,850 lbs.	
Switzerland—Bouillon cubes.....	260 lbs.	

BRAZILIAN MEAT EXPORTS.

Brazilian frozen and chilled meat is having increased acceptance in Europe, according to the U. S. Department of Commerce. The value of exports of chilled and frozen meat from Santos was, in 1928, \$5,918,821; in 1929, \$7,765,767.

Stocks at 7 Markets

Stocks of meats in storage at seven of the leading markets of the country increased slightly over 14,000,000 lbs. during June. Lard stocks at these points also showed a gain of somewhat over 11,160,000 lbs. Of this gain in lard stocks about 9,600,000 lbs. were P. S. lard.

Stocks of all S. P. and D. S. meats, with the exception of S. P. skinned hams, show gains. Stocks of S. P. meats are about 8,260,000 lbs. greater than on May 31, 1930, but about 30,500,000 lbs. less than on June 30 of last year.

Dry salt meat stocks are about 4,130,000 lbs. greater than on May 31, 1930, and over 39,000,000 lbs. less than on June 30, 1929.

Stocks of S. P. skinned hams, the only item on the list to show a decline during June, are 1,300,000 lbs. less.

Hog runs in June at the 11 principal markets increased slightly, exceeding those of May by only 25,000. This slightly greater number of hogs coming to market in June does not account for the increase in stocks shown, so that the accumulation can be attributed to a falling off in domestic consumption and exports. For the first six months of the year, however, hog receipts at 11 markets are about 450,000 under those of the same period in 1929.

Although the increase in stocks was moderate during the month, the position of the industry in respect to stocks is still strong. Any improvement in industrial conditions and an increase in consumer buying power would no doubt react favorably on product prices.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on June 30, 1930, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	June 30, '30.	May 31, '30.	June 30, '29.
	Lbs.	Lbs.	Lbs.
Total S. P. meats.....	178,918,748	170,651,602	208,485,688
Total D. S. meats.....	42,487,478	38,348,993	81,579,846
Total all meats.....	220,350,673	208,999,477	290,065,534
P. S. lard.....	60,754,366	51,190,289	108,991,292
Other lard.....	24,455,595	22,856,240	24,398,830
Total lard.....	85,209,961	74,046,529	133,390,122
S. P. regular hams.....	53,751,195	51,764,775	63,078,097
S. P. skind. hams.....	48,557,413	49,857,046	52,132,171
S. P. bellies.....	50,654,062	46,504,860	64,591,272
S. P. picnic.....	25,446,583	22,117,330	28,047,083
D. S. bellies.....	26,858,495	23,682,661	61,369,923
D. S. fat backs.....	13,548,113	13,326,514	16,776,272

What pork cuts are cured in dry salt and how is it done? Ask "The Pack-er's Encyclopedia."

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on June 30, 1930, with comparisons, are reported by the Chicago Board of Trade as follows:

	June 30, 1930.	May 31, 1930.	June 30, 1929.
Mess pork, new, made since Oct. 1, '29, bris.	269	547	740
Other kinds of barreled pork, bris.	19,219	20,222	32,471
P. S. lard, made since Oct. 1, '29, lbs.	45,906,773	38,507,851	89,374,649
P. S. lard, made since Oct. 1, '28, to Oct. 1, '29, lbs.	1,129,447	1,206,447	447,000
Other kinds of lard, lbs.	9,098,680	8,835,932	13,017,809
Short rib sides, made since Oct. 1, '29, lbs.			981,197
D. S. clear bellies, made since Oct. 1, '29, lbs.	6,606,366	7,730,794	28,705,972
D. S. rib bellies, made since Oct. 1, '29, lbs.	3,170,441	1,480,399	3,443,205
Ex. short clear sides, made since Oct. 1, '29, lbs.	73,772	38,647	206,175
Sh. clear sides, lbs.	42,010		
D. S. short fat backs, lbs.	6,120,116	6,574,631	7,965,619
D. S. shoulders, lbs.	242	832	
S. P. hams, lbs.	25,730,963	25,749,968	30,596,044
S. P. skinned hams, lbs.	21,168,638	22,328,847	20,111,778
S. P. bellies, lbs.	18,220,934	19,513,331	24,558,155
S. P. Califormias or picnics, lbs.	13,323,340	11,529,955	13,880,542
S. P. Boston shldrs., lbs.			
S. P. shoulders, lbs.	157,439	150,287	187,975
Other cuts of meats, lbs.	8,589,457	8,358,043	8,031,420
Total cut meats, lbs.	103,203,718	103,404,734	138,667,242

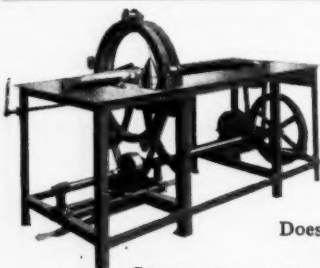
EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, July 2, 1930.—There is very little trading in either fertilizer or feeding materials at present, and so far as the fertilizer buyers are concerned, they prefer to wait until the new nitrate of soda and sulphate of ammonia prices are announced before purchasing other ammoniates.

Unground dried fish scrap is a little lower in price and last sales were made at \$3.80 and 10c f.o.b. fish factories Virginia, for delivery if and when made.

The prices of tankage and blood are about the same, with a very light demand, but on the other hand, the production is being curtailed just at the present time.



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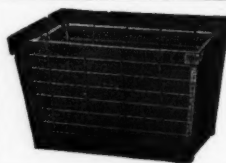
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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—There seems to be no decided change in the situation as yet, nevertheless there is some evidence of an improvement in sentiment and a less bearish feeling in leading trade circles. While demand is rather slow for spot supplies, there is a material let-up in selling pressure, and the large producers seem to have withdrawn their offerings.

The last official sales of tallow were reported at 5c f.o.b., and the market is still quoted at that level. Reports have it that there has been a little export inquiry. This has tended to make for the improved sentiment, as did the steadier conditions in other commodities, and in the stock market. There has been some business the past week in tallow better than extra, with several tanks reported to have sold at 5½c f.o.b.

At New York extra loose was quoted at 5c f.o.b.; special, 4½c; edible, 6@ 6½c.

At Chicago, very little activity was reported during the week, and the market appears to be stabilized around present levels for slightly forward shipment. No. 1 tallow was quoted there at 4½@5c; prime packer, 5½c; fancy, 5½c.

At the London tallow auction this week, 1,514 casks were offered and 766 sold at 27s 6d. This is 5s 6d down from last sales five weeks ago.

At Liverpool, Australian tallow was quoted at 33s 6d, and good mixed at 29s 6d.

STEARINE—The market was rather quiet but steady. Oleo quoted at 9½@ 10½c; medium, 9½@9½c; lower grades, 9½c. At Chicago, extra oleo was quoted at 9½c; prime oleo oil, 9c.

OLEO OIL—Some sales were reported to have been made at 8c. The market is now quiet and quoted at that level. At Chicago, prime oleo was quoted at 7½c.

See page 37 for later markets.

LARD OIL—A rather easy tone was noted in this market. Buying interest was limited to immediate requirements and there was no disposition to buy ahead. At New York, prime was quoted at 13½c; extra winter, 11c; extra, 10½c; extra No. 1, 10½c; No. 1, 10c; No. 2, 9½c.

NEATSFOOT OIL—Demand is extremely slow. Some small lot business is passing and consumers are purchasing only immediate requirements. Prices are more or less nominal. Pure oil was quoted at 13c; extra, 11c; No. 1, 10½c; cold pressed, 17½c.

GREASES—A more active trade developed, and a much better feeling was noted the past week. Some business was done at the lower levels. The better tone to the tallow market attracted some attention, and producers are not anxious sellers at current levels. Some are looking for a further improvement, but consumers are reluctant to follow advance in prices at this time.

At New York, superior house was

quoted at 4½@5c; yellow, 4½@5½c; house, 4½@5c; A white, 5½@5½c; B white, 5@5½c; choice white in tierces, 5½@5½c.

At Chicago, more inquiry is noticeable, although actual business was limited. Some consuming demand for forward shipment was indicated, with moderate inquiries for choice white grease. A fair trade on medium and low grade stocks are reported at ruling levels. At Chicago, choice white was quoted at 5c; A white, 4½c; B white, 4½c; yellow, 4½c; brown, 4@4½c.

By-Products Markets

Chicago, July 2, 1930.

Blood.

Blood is quiet and buyers show little interest. Price is quoted nominally at \$3.50.

	Unit
Ground and unground	Ammonia.
	@3.50

Digester Feed Tankage Materials.

Sales were made during the week at \$3.50@3.75 & 10. Some producers are said to be asking \$4.00.

	Unit
	Ammonia.
Unground, 11½ to 12% ammonia.....	\$3.50@ 3.75 & 10
Unground, 8 to 8½ ammonia.....	3.50@ 3.75 & 10
Liquid stick	3.25@ 3.50
Steam bone meal, special feeding,	
per ton	38.00@40.00

Fertilizer Materials.

The market in fertilizer materials is very dull, no trading of any consequence being done. Producers ask \$3.00 & 10.

	Unit
	Ammonia.
High grd. ground, 10@11% am. \$	2.75@ 3.00 & 10
Low grd. and ungr., 6-9% am. @	2.50 & 10
Bone tankage, low grd., per ton	16.00@18.00
Hoof meal	2.75@ 3.00

Cracklings.

Cracklings eased off. Sales of best cracklings are at 90c, but most buyers are paying 80@85c.

	Per Ton.
Hard pressed and exp. unground, per	
unit protein	\$ 80@ 90
Soft prod. pork, ac. grease & quality	55.00@60.00
Soft prod. beef, ac. grease & quality	40.00@45.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

Raw bone meal for feeding.....	\$ 6@30.00
Steam, ground, 3 & 50.....	27.00@28.00
Steam, unground, 3 & 50.....	25.00@26.00

Gelatine and Glue Stocks.

Market continues featureless. Few offerings are being made. Buyers show little interest.

	Per Ton.
Kip stock	\$35.00@38.00
Calf stock	42.00@45.00
Hide trimmings	30.00@32.00
Horn piths	29.00@32.00
Cattle jaws, skulls and knuckles.....	30.00@31.00
Skinews, pizles	25.00@33.00
Pig skin scraps and trim., per lb.....	@ 4c

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade.....	\$85.00@160.00
Mfg. shin bones.....	60.00@ 80.00
Cattle hoofs	30.00@ 34.00
Junk bones	20.00@ 21.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

There is practically no interest. Most buyers have covered their requirement and are not in the market, as is usual at this time of the year.

Coil and field dried.....	1 @ 1½c
Processed, grey, summer, per lb.....	2 @ 2½c
Processed, grey, winter, per lb.....	@ 4c
Cattle switches, each*.....	1½ @ 2½c

* According to count.

FERTILIZER LEADER DIES.

Dr. George F. Taylor, president of George F. Taylor & Co., Inc., New York City, importers and dealers in fertilizer materials, died suddenly on June 21. George F. Taylor & Co., Inc., was incorporated in 1873, and Dr. Taylor was active in the management of the business up to three weeks before his death.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, June 1 to July 1, 1930, totaled 23,475,951 lbs.; tallow, 110,000 lbs.; greases, 720,400 lbs.; stearine, 254,400 lbs.

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Uniform Cost Accounting Is Considered Important in Cottonseed Industry

Hearings in the Federal Trade Commission's investigation of cottonseed prices were resumed June 24 in Atlanta, Ga. William G. Sheppard of the Commission's trial examiners' staff is presiding, and attorney Walter B. Woodsen is conducting the examinations.

Two Senate resolutions called upon the Commission to institute the inquiry. The Atlanta hearings, the first to be held in Southern cities, follows a series of public hearings in Washington from June 2 to 13, which were previously reported in THE NATIONAL PROVISIONER. The Atlanta hearings are expected to last about two weeks. Hearings will also be held in other cities up to about August 1.

The commission is seeking facts concerning alleged combinations in violation of the antitrust laws, as well as data as to whether or not certain large oil mill operators have acquired control of cotton gins in order to destroy the competitive market for cottonseed and depress prices paid to farmers.

More Interest in Bids Than Prices.

W. M. Hutchinson, secretary of the Georgia division of the National Cottonseed Products Association, declared himself in favor of a uniform cost accounting system for cottonseed oil mills. A specimen accounting form had been sent to members of the Georgia division of the association as a suggestion, but had not been officially adopted.

Cotton oil mill men are more interested in prices bid for seed than in prices paid, he said. Although some Georgia mill operators do not publish cottonseed prices, as required by the Federal Trade Commission, there is no disposition to violate the mandates of the Commission, he stated.

Only Quoted Prices Sent Out.

He stated that early this year the association urged the membership to publish bid prices in conformity with Federal Trade Commission regulations. After scanning a price report that had been approved as to form by the Commission, Mr. Hutchinson said his office used telegrams and supplementary service to furnish members information on price changes. He declared he had never sent out quotations except those based on prices quoted by association members.

As a rule, he said, the oil mill operators telegraphed their bid prices to him as head of the market information



FAVORS BEST TRADE PRACTICES.

W. M. Hutchinson, cottonseed oil industry leader, testifies at Federal Trade Commission hearing.

bureau maintained by the association, and he in turn forwarded these quotations to other members of the organization.

Half the presses now in operation could crush the cottonseed crop, Mr. Hutchinson stated.

Grading a Source of Contention.

A discussion of grading cottonseed brought out that the mills of the Georgia division last year requested the State department of agriculture to take over the sampling of cottonseed shipments. Previously this work had been done by representatives of the mills, according to Mr. Hutchinson, but complaints led to the request for sampling under State supervision.

Mr. Hutchinson also testified that in pursuance of the request Eugene Talmadge, state commissioner of agriculture, assigned a number of men, whose seasonal duties as fertilizer inspectors were over, to the task of sampling cottonseed shipments. This occupied their attention from the fall of 1929 until about March 1, 1930, Mr. Hutchinson declared.

"Grading of cottonseed always has been a source of contention in the industry," he stated. "Until a few years ago the seed was graded by being cut and examined with the eye. Now seed is graded in a laboratory, the grade being established by qualitative analysis."

LABEL COLORED SHORTENING.

The Haugen-Norbeck oleomargarine law amendment was completed and passed by congress on June 28.

The Haugen-Norbeck bill amends the definition of oleomargarine to bring within the jurisdiction of the general oleomargarine law the so-called yellow cooking compounds, or artificially-colored shortening, which have been

sold as a butter substitute for the past half dozen years without any control or any tax. These cooking, shortening or table fat compounds, containing more than one per cent of moisture—the kind of fat compounds which have been on the market in quarter pound and pound packages, must hereafter be marked "Oleomargarine," and sold only in strict compliance with the oleomargarine law.

In making a final fight against the bill Senator Hebert of Rhode Island stated it would prevent all export trade in cooking fats because they would have to be packed as oleomargarine in either wooden pails or pasteboard boxes. Cooking fats made and sold as cooking fats were not affected by this bill at all. Oleomargarine made for export is permitted to be packed in tins, hermetically sealed, if the manufacturers want to pack it that way. This bill was aimed at makers of artificially-colored shortening who have sought to evade the tax.

NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., June 30, 1930.—

The strength of spots and higher lard, cotton and grain was reflected in cottonseed oil futures during the past week, and prices advanced about 40 points. All tenders were promptly cared for and shorts covered freely. July closed on Saturday at 7.55c bid; October, 7.70c bid; December, 7.75c bid.

The statistical position of cottonseed oil is receiving more attention of late, and the resistance to pressure of the July position shows the desire of refiners to buy in their short hedges rather than deliver oil at present low prices.

The visible supply of oil is only 1,333,500 barrels, against 1,470,000 barrels last year, which is the lowest since 1926. Everything points to a consumption of about 450,000 barrels during June and July, bringing the carryover on August 1 to around 900,000 barrels, which would be very bullish. The stock of hog lard is also more than forty million pounds under last year's figures.

While advices from the growing crop have been in the main favorable, it is generally admitted that the heat wave has been most severe for this time of the season. It has extended from extreme western Texas across the Belt to the Carolinas, and from the immediate Gulf Coast to and including Western Tennessee, registering as high as 111 degs. in parts of Oklahoma, and 104 to 108 degs. in nearly all the other states.

It is, therefore, difficult to see how such long-sustained heat can be other than detrimental to the cotton crop and any scare at this time would bring about a reversal in sentiment. This would be reflected in cottonseed oil and higher prices would result, owing to the improved technical position and the fact that the bearish features have been pretty well discounted.

Refined oil closed steady on Saturday at an advance of 25 points on the week. Prime summer yellow quoted at 7.35c.

Texas crude gained 25 points on the week at 6.50c bid. Mississippi Valley and Southeast advanced 37½ points to 6.75c bid.

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Vegetable Oil Markets

WEEKLY REVIEW

Trade Active—Market Irregular—Undertone Steady—Cotton Conditions Favorable—Cash Demand Good—Crude Season Over—Trade Awaiting Developments.

The market for cotton oil futures on the Produce Exchange the past week was quite active, with prices fluctuating erratically over fair ranges. At times, the market ignored the developments in other commodities, and averaged higher the best part of the week, with prices gaining some 50 points or more from the lows of the season. July, after selling at a slight premium over the deferred months, broke sharply. At one time it sold at some 50 points under September as a result of general liquidation. This was influenced by the issuance of some 7,800 bbls. against July contracts.

A leading refiner was credited with issuing the first 5,000 bbls., practically all of which were stopped by a prominent commission house. At one time this was believed to be for the account of a leading western packer. However, an additional 2,800 bbls. were issued and it was learned that this is from the same source that stopped 4,900 bbls. This was made for general liquidation and resulted in the rapid downturn in the spot delivery. The market, however, has now steadied and July is ruling at about a full carrying charge. The deferred futures are displaying relative firmness, October selling into new high grounds for the present movement.

The conditions in the cotton belt were mostly favorable. The high temperatures, however, have created some apprehension, particularly in the western belt where some moisture is needed. Some beneficial rains fell in the eastern territory and in the main the prospects are promising. The average condition of seven private estimates issued in the trade range from 60.9 per cent to 73 per cent, indicating a crop anywhere from 14,150,000 to as high

as 15,036,000 bales. It is worthy of mention that the crop expert indicating the lowest prospective crop, was within 17,000 bales on his guess last August.

Cash Oil Demand Good.

Cash oil demand continues good with consumers absorbing quite liberally. Their purchases this month, it is estimated, will probably make for an increase in the invisible supply of oil of as much as 50,000 bbls., and it is figured that consumers' holdings in the main are not large. The June consumption is figured at anywhere from

260,000 to 275,000 bbls., which is comparable with last month's figures of 275,000 bbls.

The July delivery is pretty well evened up, with the ring crowd now figuring the open interest in July at only a few hundred barrels. In that event, it is not expected that there will be any additional tenders put out. With the July practically out of the way, some of the local observers expect an erratic market, with wide fluctuations, as the open interest in the September is not large.

Speculative interest in the market is comparatively small. Due to the uncertainty of the prospective cotton crop, there is no disposition to increase commitment at this time. Cotton oil, however, is not high, and a material broadening in demand would not be surprising with any unfavorable development in the white commodity.

Better Outside Markets Help Oil.

The crude season is about over, with very little available in any section. There were bids late last week as high as 7½¢ in the Valley. No sales were reported and the market is now quoted at 7½¢ nominal.

The developments in the stock market and other commodities are attracting considerable attention. The steadier tone in grains and the more settled conditions in stocks are having a satisfactory influence on the cotton oil market, but there is no inclination to venture far from shore at this time.

It is worthy of mention that there is very little evidence of any aggressive hedge selling at this time and in conjunction with the steadiness in other directions the cotton oil market continues to display decidedly stubborn resistance. The action has tended to make for less pessimism.

COCOANUT OIL—While the market was rather inactive, there seems to be a better feeling. Offerings are not pressing at this time, but consumers seem to be awaiting developments. Prices have been raised fractionally from the lows. The steadiness in other markets has had some influence.

At New York, spot tanks are quoted at 6½¢ and nearby and future ship-

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 3, 1930.—

Crude oil was dull this week, with 7½¢ bid and 7¾¢ asked. Mississippi stocks are almost exhausted. There has been no trading in new crop crude yet. Refined oil is much more active, with better differentials over crude. Small sales made at 7½¢, basis Texas, for bleachable, with 7¾¢ generally asked and 7½¢ bid by largest buyers. Oil is now close to lard prices, hence easier markets are looked for in the event present favorable weather continues. However, should unfavorable weather appear, refined oil may quickly reach 8¢, Texas basis.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 1, 1930.—Crude

sold up to 7½¢ on June 28. The market is dull and there is very little doing this week. Forty-one per cent meal, \$36.50; loose hulls, \$8.00. The weather continues dry and hot, with numerous complaints of droughty conditions.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 2, 1930.—Prime

cotton seed nominal; prime crude oil, 6½¢@7¢; 43 per cent cake and meal, \$38.00; hulls, \$12.00; mill run linters, nominal.



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ment, 6% @ 6½c depending on position. At the Pacific Coast, tanks on spot were quoted as low as 5½c, but are now quoted at 5½c. Shipment is quoted at 6c.

CORN OIL—After selling down to 6½c, the market developed a better tone. Sales were made at 6½c, buyers' tanks f.o.b. mills, with a better inquiry. Sellers are now asking no less than 6½c f.o.b. mills.

SOYA BEAN OIL—Inactivity was the feature in this market, and values more or less nominal. Domestic oil is quoted at 8@8½c f.o.b. mills; coast tanks, 8½c.

PALM OIL—Following the fair trade of a week ago, the market quieted down due to the withdrawal of offer-

ings and more inquiry for nearby supplies, which are rather light. Lagos spot was quoted nominally at 5½c; shipment, 5.25@5.30c; Nigre on spot, at 5½c nominal; shipment, at 5½c; 20 per cent acid oil for shipment, 5.25@5.30c; Benim and port Narcourt for shipment, 5½c.

PALM KERNEL OIL—Market remains inactive and more or less in a nominal position, with demand lacking. New York tanks in bond quoted at 6½@6¾c, while bulk oil for shipment is quoted at 5½@6c nominal.

OLIVE OIL FOOTS—A rather dull and uninteresting market is reported in this quarter, with spot and nearby shipment quoted at 6c. Prices could be shaded on firm bids.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Market holding quite steady, with a fair demand reported for store oil at New York at ¼c over July. Southeast crude nominal; Valley, 7¼c nominal; Texas, nominal.

COTTONSEED OIL—Market transactions at New York:

Friday, June 27, 1930.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	820 a
July	6000	827	825	822 a Bid
Sept.	2800	850	846	850 a 849
Oct.	900	850	845	850 a
Dec.	200	840	839	840 a 839
New	.....	.....	.....	790 a 800
Nov.	.....	.....	.....	790 a 800
Dec.	3	800	800	795 a 800
Jan.	2	805	805	805 a
Feb.	.....	.....	.....	810 a 825
Mar.	.....	.....	.....	815 a 825
Apr.	.....	.....	.....	820 a 840

Sales, including switches, Old 9,900 bbls., New 5 Contracts. Crude S. E. Unquoted.

Saturday, June 28, 1930.

Old	.....	.....	.....	820 a
Spot	.....	.....	.....	820 a 850
July	.....	.....	.....	820 a 850
Sept.	600	848	848	848 a 850
Oct.	500	848	848	848 a 850
Dec.	.....	.....	.....	838 a 840
New	.....	.....	.....	790 a 800
Nov.	.....	.....	.....	795 a 800
Dec.	2	795	795	795 a
Jan.	.....	.....	.....	795 a 810
Feb.	.....	.....	.....	805 a 825
Mar.	.....	.....	.....	810 a 825
Apr.	.....	.....	.....	815 a 835

Sales, including switches, Old 1,100 bbls., New 2 Contracts. Crude S. E. Unquoted.

Monday, June 30, 1930.

Old	.....	.....	.....	785 a
Spot	.....	.....	.....	785 a 800
July	3100	820	790	793 a
Sept.	3200	845	835	843 a 845
Oct.	900	839	838	843 a 846
Dec.	.....	.....	.....	835 a 840
New	.....	.....	.....	780 a 800
Nov.	.....	.....	.....	788 a 795
Dec.	2	798	798	795 a 801
Jan.	.....	.....	.....	800 a 820
Feb.	.....	.....	.....	810 a 820
Mar.	.....	.....	.....	810 a 830
Apr.	.....	.....	.....	810 a 830

Sales, including switches, Old 7,200 bbls., New 2 Contracts. Crude S. E. Unquoted.

Tuesday, July 1, 1930.

Old	.....	.....	.....	800 a
Spot	.....	.....	.....	800 a 825
July	.....	.....	.....	840 a 844
Sept.	1400	843	843	843 a 844
Oct.	600	851	843	846 a 851
Dec.	100	841	841	841 a
New	.....	.....	.....	780 a 800
Nov.	.....	.....	.....	790 a 800
Dec.	.....	.....	.....	795 a 801
Jan.	.....	.....	.....	800 a 820
Feb.	.....	.....	.....	815 a 820
Mar.	.....	.....	.....	815 a 835
Apr.	.....	.....	.....	815 a 835

Sales, including switches, Old 2,100 bbls., New NIL Contracts. Crude S. E. Unquoted.

Wednesday, July 2, 1930.

Spot	.....	.....	.....	800 a
July	.....	.....	.....	810 a 835
Aug.	.....	.....	.....	830 a 850
Sept.	850	848	850 a	853
Oct.	850	850	850 a	853
Nov.	.....	.....	.....	825 a 840
Dec.	.....	.....	.....	840 a 850

Friday, July 4, 1930.

HOLIDAY—No market.

See page 37 for later markets.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, July 3, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.		Per lb.
North and Northeast:		
Carlots, 26,000 lbs.	.....	@ 10¾
3,500 lbs. and up	.....	@ 11
Less than 3,500 lbs.	.....	@ 11½
Southeast:		
3,500 lbs.	.....	@ 10½
Less than 3,500 lbs.	.....	@ 11
Southwest:		
Carlots, 26,000 lbs.	.....	@ 10½
10,000 lbs. and up	.....	@ 10¾
Less than 10,000 lbs.	.....	@ 11
Pacific Coast:	.....	@ 11½
Salad Oil.		
North and Northeast:		
Carlots, 26,000 lbs.	.....	@ 10½
5 bbls. and up	.....	@ 10¾
1 to 4 bbls.	.....	@ 11½
South:		
Carlots, 26,000 lbs.	.....	@ 10½
Less than carlots	.....	@ 10¾
Pacific Coast:	.....	@ 10½

Cooking Oil—White.

½c per lb. less than salad oil.

Cooking Oil—Yellow.

½c per lb. less than salad oil.

COTTON SEED PRODUCTION.

World production of cotton seed for 1929-30, according to preliminary figures compiled by the U. S. Bureau of Agricultural Economics, will be about equal to that of 1928-29. Production in the United States increased 153,000 short tons, Asiatic Russia increased 130,606 short tons, but the output in the other countries reporting decreased 104,409 short tons.

In 1929, British India produced about 39 per cent as much cotton seed oil as the United States, and China about 12 per cent as much as the United States. Brazil is the largest producer of cotton seed in South America. Brazil, Peru and Argentina find a market in neighboring countries for their surplus. No figures are available for 1929. Egypt exports cotton seed but crushes for oil only enough for domestic use, as there is no demand for the seedcake. Shipments of Bombay cotton seed to the United Kingdom have declined.

South Texas Cotton Oil Co.

Houston, Texas

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Hydrogenated Oils

Cotton Seed and Peanut, for

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ALL VEGETABLE OILS

In Barrels or Tanks

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VENUS—Prime Summer White
STERLING—Prime Summer Yellow
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MARIGOLD—Cooking Oil
JERSEY—Butter Oil

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COCOANUT OIL
MOONSTAR—Cocoanut Oil
P & G SPECIAL—(hardenad) Cocoanut Oil

General Offices, Cincinnati, Ohio

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The Week's Closing Markets

THURSDAY'S CLOSINGS

Provisions.

Hog products are moderately active and steady. Lard is holding well, with support from packers' interest on minor dips. There is some hedge selling in far-off deliveries. Hogs are averaged higher. Domestic demand for cash lard is reported fair to good, while export interest is still limited.

Cottonseed Oil.

Cotton oil is steady and holding at best levels of move. Trade is quieter and speculative interests are limited awaiting more definite crop indications. Cash oil demand is falling off. Temporary improvement expected next week. Crude firm. Valley 7½c nominal.

Quotations on cottonseed oil at New York Thursday noon were: Old contract.—July, \$8.00@8.35; Aug., \$8.30@8.50; Sept., \$8.46@8.50; Oct., \$8.46@8.50; Nov., \$8.20@8.40; Dec., \$8.30@8.50.

New contract. — Nov., \$7.90@8.00; Dec., \$8.00@8.02; Jan., \$8.05@8.10; Feb., \$8.10@8.25; March, \$8.18@8.20; Apr., \$8.20@8.35.

Tallow.

Tallow, extra, 5@5½c.

Stearine.

Stearine, oleo, 8c.

THURSDAY'S GENERAL MARKETS.

New York, July 3, 1930. — Lard, prime western, \$10.00@10.10; middle western, \$9.90@10.00; city, 9½@9¾c; refined continent, 10½c; South American, 10½c; Brazil kegs, 11½c; compound, 10¼c.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended June 28, 1930, with comparisons, are as follows:

West. drsd. meats:	Week ended June 28.	Prev. week.	Cor. week. 1929.
Steers, carcasses...	9,458	8,463	6,423
Cows, carcasses...	929	1,270	599
Bulls, carcasses...	212	246	27
Veals, carcasses...	9,935	8,307	8,769
Lambs, carcasses...	23,191	20,209	22,178
Mutton, carcasses...	3,115	4,541	2,892
Beef cuts, lbs....	227,193	317,491	329,945
Pork cuts, lbs....	1,752,782	1,736,851	1,570,209
Local slaughters:			
Cattle	7,814	7,831	7,924
Calves	14,104	13,712	12,838
Hogs	32,964	35,732	32,937
Sheep	77,155	75,576	46,747

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended June 28, 1930, with comparisons, are as follows:

West. drsd. meats:	Week ended June 28.	Prev. week.	Cor. week. 1929.
Steers, carcasses	2,323	2,407	2,180
Cows, carcasses	1,311	1,278	1,322
Bulls, carcasses	40	45	52
Veals, carcasses	1,005	1,837	1,223
Lambs, carcasses	14,674	16,696	15,261
Mutton, carcasses	977	1,372	772
Pork, lbs.	609,138	500,111	294,012

How hot should water be in the hog scalding vat? Ask "the Packer's Encyclopedia," the "blue book" of the industry.

IMPORTS OF SAUSAGE CASINGS.

Imports of sausage casings into the United States during May, 1930, according to advance reports from the statistical division of the U. S. Department of Commerce, were as follows:

	Sheep, lamb and goat casings, Lbs.	Other casings, Lbs.
Germany	25,906	46,112
Soviet Russia	61,007	93,322
Canada	170,071	549,224
Brazil	175,209	42,905
Chile	18,809	133,100
Uruguay	32,639	66,945
China	29,011	60,945
Persia	160,277	161,959
Australia	331,700	28,839
New Zealand	45,769	28,839
Other countries	1,070,398	1,124,406
Total	1,070,398	1,124,406

HULL OIL MARKET.

Hull, England, July 1, 1930.—(By Cable.)—Refined cottonseed oil, 29s 6d; Egyptian crude cottonseed oil, 26s 9d.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, July 3, 1930.—General provision market rules firm. American cut hams strong on light supplies and good demand. Picnics, very good; shoulders, dull; pure lard, fair.

Thursday's prices were as follows: Hams, American cut, 106s; Liverpool shoulders, square, 84s; hams, long cut, 109s; picnics, none; short backs, 84s; bellies, clear, 80s; Canadian, 87s; Cumberland, 85s; Wiltshires, none; spot lard, 51s 6d.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on June 30, 1930, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	June 30, 1930.	May 31, 1930.	June 30, 1929.
Bacon, lbs.	4,769,856	4,434,976	5,280,352
Hams, lbs.	370,384	1,261,008	1,889,216
Shoulders, lbs.	30,128	108,732	426,048
Lard, tierces	801	861	732
Lard, refined, tons...	848	1,342	5,296

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 2, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$16.00@17.50	\$17.00@18.00	\$16.00@18.00	\$17.00@18.00
Good	15.00@16.00	16.00@17.00	15.00@17.00	15.00@16.50
STEERS (550-700 lbs.):				
Choice	17.00@18.50	.....	16.00@18.00	17.00@18.00
Good	15.00@17.00	.....	15.00@17.00	15.00@16.50
STEERS (500 lbs. up):				
Medium	15.00@16.00	15.00@16.00	12.50@15.50	13.50@15.00
Common	12.50@15.00	14.50@15.00	11.00@14.00	12.00@13.50
YEARLING (300-550 lbs.):				
Choice	17.00@18.50	.....	16.00@18.50	.....
Good	16.00@17.00	.....	15.50@17.50	.....
Medium	15.00@16.00	.....	.....	.....
COWS:				
Good	12.00@13.00	13.00@13.50	12.00@13.50	12.00@13.00
Medium	11.00@12.00	12.00@13.00	10.00@12.00	11.00@12.00
Common	9.00@11.00	11.50@12.00	9.00@10.50	9.00@10.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	17.00@19.00	21.00@23.00	21.00@23.00	18.00@19.00
Good	15.00@17.00	18.00@21.00	18.00@21.00	16.00@17.00
Medium	13.00@15.00	15.00@18.00	16.00@18.00	12.00@15.00
Common	12.00@13.00	13.00@15.00	13.00@15.00	10.00@12.00
CALF (2) (3):				
Choice	12.00@14.00	.....	16.00@18.00	.....
Good	11.00@12.00	15.00@16.00	15.00@17.00	14.00@15.00
Medium	10.00@11.00	13.00@15.00	12.00@15.00	12.00@14.00
Common	9.00@10.00	11.00@13.00	11.00@12.00	9.00@11.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	23.00@25.00	25.00@27.00	25.00@26.00	25.00@26.00
Good	21.00@23.00	24.00@26.00	23.00@25.00	24.00@25.00
Medium	15.00@21.00	20.00@24.00	21.00@24.00	21.00@24.00
Common	10.00@15.00	16.00@20.00	17.00@21.00	15.00@20.00
LAMB (30-45 lbs.):				
Choice	23.00@25.00	25.00@27.00	24.00@25.00	25.00@26.00
Good	21.00@23.00	24.00@26.00	23.00@25.00	24.00@25.00
Medium	15.00@21.00	20.00@24.00	21.00@24.00	21.00@24.00
Common	10.00@15.00	16.00@20.00	17.00@21.00	15.00@20.00
LAMB (46-55 lbs.):				
Choice	20.00@23.00	24.00@25.00	24.00@25.00	23.00@24.00
Good	19.00@21.00	23.00@24.00	23.00@24.00	22.00@23.00
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@11.00	8.00@10.00	8.00@10.00	9.00@11.00
Medium	7.00@9.00	6.00@8.00	6.00@8.00	8.00@9.00
Common	5.00@7.00	5.00@6.00	4.00@7.00	7.00@8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	21.00@23.00	19.00@20.00	18.00@21.00	19.00@21.00
10-12 lbs. av.	20.00@22.00	18.00@19.50	17.00@20.00	18.00@20.00
12-15 lbs. av.	18.00@20.00	16.50@18.00	16.00@19.00	16.00@19.00
16-22 lbs. av.	14.50@15.50	14.50@16.00	15.00@17.00	15.00@16.00
SHOULDER, N. Y. Style, Skinned:				
8-12 lbs. av.	14.00@15.00	.....	15.00@17.00	15.00@17.00
PICNICS:				
6-8 lbs. av. ....	.....	13.50@14.50	.....	14.00@15.50
BUTTS, Boston Style:				
4-8 lbs. av.	18.00@20.00	.....	16.00@20.00	18.00@20.00
SPAREERIBS:				
Half Sheets	11.00@13.00	.....	.....	.....
TRIMMINGS:				
Regular	7.00@7.50	.....	.....	.....
Lean	16.00@18.50	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., July 2, 1930.

CATTLE—Compared with late last week: Fed steers and yearlings about steady, Monday's decline having been mostly regained. Since early last week cattle prices have improved, and the undertone of the market is much healthier. Values are unevenly 25@75c over season's low time, with better grades showing most advance. Dressed trade conditions have improved locally, also in the East, and the live market mirrors this betterment. She stock is fully steady with late last week; bulls, 50c higher; vealers, about steady. Strictly choice, 1217-lb. fed steers reached \$12.85 today, a new high in recent weeks, with several loads at \$12.25@12.50; liberal supply well finished grainfed steers, \$11.00@12.00; bulk grainfed, \$9.25@11.25; outstanding long yearlings, up to \$12.00, but not much above \$11.25; light yearlings, \$11.40; heifer yearlings, \$10.75, the week's improvement on little heifer and mixed yearlings also being pronounced compared early last week. Butcher heifers and fat cows scarce; most grass heifers and heiferettes, \$7.50 downward; grass cows, \$6.50 downward; bulls, extremely scarce; heavy sausage offerings, up to \$6.75; selected vealers, up to \$12.00, with light kinds, mostly grassy offerings, \$9.50@10.50.

HOGS—Compared with a week ago: Better grade hogs, mostly 25@35c

higher, packing sows 15@25c up. Nearly 50 per cent of receipts packing sows. Improved shipping demand and revived interest on the part of local packers responsible for week's advance. Late top, \$9.45; bulk of good to choice 170- to 300-lbs., \$9.20@9.40; 130- to 160-lbs., \$8.75@9.25; pigs, \$8.00@8.75; packing sows, mostly \$7.85@8.25; light-weights, up to \$8.50.

SHEEP—Demand very draggy for better grades fat lambs. Compared with a week ago: Good and choice fat lambs, both natives and rangers, 75c@1.00 lower; throwout natives, fully steady; sheep and yearlings, weak to 25c lower. Supply of natives running largely to lighter weights, with rangers mostly in killer flesh. A few closely sorted natives late, \$11.25, with bulk natives and rangers, \$10.75@11.00; strong-weight native throwouts, mostly \$6.00 @6.50; few lots clipped yearlings, \$8.75 @9.75; desirable handyweight fat ewes, mostly \$2.75@3.25.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., July 2, 1930.

CATTLE—Demand for the better grades of fed steers and yearlings was fairly broad, and values are generally 25@50c over last Thursday, while the inbetween and lower grades are steady to 25c higher. Good to choice 1,395-lb. fed steers sold at \$11.00 for the week's top, while most of the fed arrivals cleared from \$8.50@9.75. Straight

grassers and cake fed offerings met a very slow trade and are selling at 25 @35c lower levels, with \$5.50@7.00 taking the grass fat kinds and \$7.00@8.25 most of the cake feds. Light weight fed heifers and mixed yearlings are 25@50c higher, but butcher cows and cutters held about steady. Bulls are strong to 25c higher, while vealers declined 50c@1.00, with the late top at \$9.50.

HOGS—Curtailed receipts of most of the markets materially strengthened the demand for hogs, and mid-week values are 10@15c higher than last Thursday. Big packers have displayed a better feeling toward the fresh arrivals and have been aggressive buyers at the advance. The week's extreme top, \$9.00, was paid by both packers and shippers on Wednesday for choice 190- to 220-lb. weights. Packing grades are strong to 10c higher at \$8.00 down.

SHEEP—Trade in fat lambs was very dull, and sharp declines of \$1.00 @1.50 were registered during the week, with common kinds showing the maximum loss. Choice Oregon and Colorado lambs brought \$11.35 on Monday's session for the top, while at the close a similar kind had to sell at \$10.50. Mature classes ruled steady to 25c lower, with best range ewes going at \$3.25.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 2, 1930.

CATTLE—Compared with last Thursday: Steers, steady to 25c higher; mixed yearlings and heifers, 25@50c higher, fat kinds up most; cows, 50c higher; low cutters, 25@50c higher;

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bulls, 25c higher, some up more; vealers, 50c lower. Bulk of steers brought \$7.75@10.35, with top matured descriptions, \$11.00; yearlings, \$10.40. Best mixed yearlings landed \$11.00; top heifers, \$10.75, while the bulk of fat kinds reached \$9.00@10.25; medium fleshed kinds, \$7.75@8.75. Cows, largely \$5.25@6.25; top, \$8.25; low cutters, principally \$3.00@3.75. Top sausage bulls today, \$6.25; vealers, \$10.50.

HOGS—Marketings of hogs declined, and moderate price recovery was recorded this week. Compared with Thursday of last week, most values were 15@20c higher. Top reached \$9.30 Wednesday, with bulk of 150- to 280-lbs., \$9.10@9.25; most sows, \$7.90@8.10.

SHEEP—Fat lambs declined 25@50c during the period under review, while throwouts and fat ewes held steady. Fat lambs bulked at \$10.00@10.50 on Wednesday; several loads, \$10.75 and a few choice to city butchers reached \$11.00. Throwouts earned \$4.50; fat ewes, \$2.50@3.50.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, July 2, 1930.

CATTLE—There has been a touch of improvement during the week on practically all killing classes, moderate receipts and a good shipping demand being the principal strengthening factors. Most killing classes are strong to 25c higher than at the close of last week, with better grades of all classes showing the most strength. Vealers held mostly steady, with the practical top at \$10.00. Choice 820-lb. yearlings earned \$11.35 and 1,363-lb. weights, \$11.85.

HOGS—A liberal run of hogs found a broad demand from both packers and shippers, and while very little fluctuation developed from day to day, general price ranges, as compared with last Thursday, shows values strong to 10c higher. On Wednesday of this week, top reached \$8.90, with bulk butchers and lights all weights, \$8.60@8.85; packing sows, \$7.60@7.85; light sows, up to \$8.10.

SHEEP—A bear campaign on the part of packers, traceable to weak to lower market on dressed lamb at Eastern consuming centers, was the feature, and lamb prices show a loss of 75c; yearlings, 50@75c lower; matured sheep steady as compared with last Thursday. On Wednesday, bulk slaughter range lambs cashed \$10.25@10.75; native lambs, \$9.75@10.00; fed clipped lambs, \$9.75; fed yearlings, \$7.50@7.60; slaughter ewes, medium to choice, \$1.50@2.75.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., July 2, 1930.

CATTLE—Reduced loadings of cattle here this week and some upturns at outside centers since the opening made for uneven advances of 25c or more on all classes of slaughter cattle. Experimentally fed yearlings scored at \$11.50, and best commercially fed offerings of all weights at \$10.75. Bulk all grain feds, \$9.50@10.50; warmed-ups and grassers, down to \$7.50. Beef cows

centered at \$5.25@6.75; butcher heifers, \$6.50@8.75; low cutters and cutters, \$3.50@4.75; bulls, from \$6.00 down. Vealers worked 50c higher to a \$9.50 bulk.

HOGS—Upturns in the hog house for the week were mostly 25c on butchers and 15@25c on packing sows. Better 160- to 250-lb. averages sold today at \$8.75@9.00; most 250- to 300-lb. weights, \$8.50@8.75. Pigs and light lights continued at \$8.75. The ordinary run of packing sows turned at \$7.50@7.65; smooth offerings on the butcher order, upwards to \$8.00.

SHEEP—Fat lamb prices declined unevenly \$1.00@1.50, with better grades showing the maximum downturn. Bulk of the good lambs today sold at \$9.25; throwouts to killers, \$4.50. Grass yearlings turned at \$4.50@5.50; dry-feds, to \$6.50. Fat ewes showed no change at \$2.00@3.00.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, June 27, 1930:

	Week ended June 27	Prev. week	Cor. week.
Chicago	147,105	139,123	125,305
Kansas City, Kan.	65,591	61,113	69,831
Omaha	60,733	64,774	55,500
*St. Louis	60,163	59,686	57,300
Sioux City	37,901	29,401	27,294
St. Paul	40,147	38,005	40,608
St. Joseph, Mo.	22,502	24,334	22,872
Indianapolis	26,959	24,578	24,007
New York and J. C.	20,761	23,137	21,219

*Includes East St. Louis, Ill.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended June 28, 1930, are officially reported by the U. S. Bureau of Agricultural Economics:

	Cattle	Calves	Hogs	Sheep
Jersey City	3,478	7,510	297	70,065
Central Union	1,867	1,277	....	3,234
New York	454	3,791	14,850	4,328
Total	5,799	12,878	15,147	77,627
Previous week	6,641	11,987	17,394	70,972
Two weeks ago	6,716	16,493	17,562	71,306

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., July 2, 1930.

CATTLE—Light receipts gave selling interests sufficient advantage to enforce higher values for practically all slaughter cattle. Beef steers and yearlings advanced 25c largely, on which basis choice medium and heavy weight beefs topped at \$12.00. Long fed 950-lb. yearlings made \$11.65, and \$9.00@10.50 cleared the majority. Fat she stock finished strong to 25c higher; heifers bulked at \$8.00@9.50, and choice lights stopped at \$10.50. A spread of \$6.00@7.25 released most beef cows. Bulls showed strong to 25c higher prices, and medium kinds went freely at \$5.50@6.00. Vealers were unchanged, with a \$9.50 practical top.

HOGS—Following three weeks' sharp decline, prices reacted and for the current week ruled 10@25c higher, with sows at the most advance. The late top reached \$8.90 for 190- to 250-lb. choice butchers, and the bulk 320 lbs. down realized \$8.65@8.85, with mixed and medium grades \$8.35@8.60. Good sows bulked at \$7.75@7.90.

SHEEP—Lambs and yearlings suffered fresh 50@75c losses, range fat lambs off most. Choice Idahos late topped freely at \$10.75, and natives sold up to \$10.50, with the bulk down to \$10.00. Fed yearlings turned at \$7.25@7.75. Fat ewes showed little change, and desirable kinds brought \$2.50@2.75.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., July 2, 1930.

CATTLE—Moderate supplies again this week tended to bring greater stability to the cattle trade. Prices moved upward after Monday and finished strong to 25c higher on steers and 25@50c better than the close of last week on yearlings and heifers. The cow mar-



Climb Up!

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ket was uneven, but also displayed strength, particularly on low grade cows. Bulls finished strong; vealers, 50c higher. Bulk of steers and yearlings ranged from \$8.50@10.00 for the period. Several loads of good medium weights up to \$10.50 as top; no choice steers offered all week. A sprinkling of common southwest grass steers ranged downward to \$6.00 and as low as \$5.75. Most beef cows brought \$5.00 @6.75; cutter grades, \$3.50@4.75; bulls, \$5.25 down; top vealers, \$10.00.

HOGS—Last week's average cost, figuring only \$8.62, was the lowest for 76 weeks. A small recovery was made the current week, and top advanced from \$8.75@8.95, bulk all weights selling late this week from \$8.50@8.95, including hogs averaging 350 lbs. at \$8.50.

SHEEP—Losses in lamb values, running as high as \$1.00 and for the most part fully 75c, sent best Idaho offerings down to a \$10.75 basis. Receipts indicated a sharp pre-holiday decrease, but this failed to sustain prices. Trucked-in native lambs predominated and these sold largely from \$10.00@10.50 late.

RECEIPTS AT CENTERS

SATURDAY, JUNE 28, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	800	9,500	6,000
Kansas City	200	1,200	
Omaha	50	6,000	100
St. Louis	250	2,500	100
St. Joseph	100	3,000	1,000
Sioux City	200	3,500	
St. Paul	200	800	50
Oklahoma City	300	500	200
Fort Worth	50	100	100
Milwaukee		100	
Denver	100	105	1,650
Louisville	200	300	1,100
Wichita	300	1,300	
Indianapolis	200	2,000	400
Pittsburgh		500	400
Cincinnati	100	1,000	300
Buffalo	100	700	400
Cleveland		300	900
Nashville	200	100	1,100

MONDAY, JUNE 30, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	44,000	8,000
Kansas City	7,000	9,000	7,000
Omaha	7,500	15,000	12,000
St. Louis	5,000	11,500	3,000
St. Joseph	1,700	6,500	5,000
Sioux City	2,800	6,500	5,000
St. Paul	3,000	10,500	1,000
Oklahoma City	500	600	200
Fort Worth	1,800	800	2,300
Milwaukee	200	1,700	100
Denver	1,000	1,600	6,000
Louisville	200	500	1,100
Wichita	600	2,400	300
Indianapolis	700	5,000	800
Pittsburgh	1,000	3,000	3,100
Cincinnati	800	2,900	600
Buffalo	1,500	5,500	5,000
Cleveland	900	2,500	2,100
Nashville	200	800	1,000

TUESDAY, JULY 1, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	5,500	25,000	15,000
Kansas City	3,000	5,000	8,000
Omaha	6,500	14,500	8,000
St. Louis	2,800	10,500	4,000
St. Joseph	2,800	4,500	5,500
Sioux City	2,500	9,000	6,000
St. Paul	1,500	5,500	500
Oklahoma City	600	1,200	300
Fort Worth	1,900	900	700
Milwaukee	400	1,500	300
Denver	300	1,100	1,100
Louisville	200	300	1,000
Wichita	300	1,700	300
Indianapolis	1,400	6,000	1,500
Pittsburgh		500	300
Cincinnati	300	2,700	3,000
Buffalo		500	300
Cleveland	300	1,000	600
Nashville	100	200	1,300

WEDNESDAY, JUNE 2, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	19,000	10,000
Kansas City	4,500	5,000	5,000
Omaha	5,500	15,000	7,000
St. Louis	3,000	13,000	4,000
St. Joseph	1,300	6,500	2,000
Sioux City	3,000	8,000	500
St. Paul	2,200	10,500	300
Oklahoma City	700	1,300	300
Fort Worth	2,300	500	900
Milwaukee	300	1,300	300
Denver	300	1,300	5,500
Louisville	100	300	1,100
Wichita	300	1,600	200
Indianapolis	1,000	5,000	1,200
Pittsburgh		1,300	500
Cincinnati	300	2,700	1,700
Buffalo	200	1,300	400
Cleveland	300	1,500	400
Nashville	100	300	1,300

THURSDAY, JULY 3, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	18,000	8,000
Kansas City	1,100	4,000	2,000
Omaha	1,500	9,000	5,000
St. Louis	1,200	10,000	2,500
St. Joseph	1,400	3,000	2,000
Sioux City	1,000	5,000	1,500
St. Paul	800	4,000	500
Oklahoma City	400	1,000	200
Fort Worth	700	600	1,100
Milwaukee	400	4,000	600
Denver	200	100	600
Wichita	200	1,100	100
Indianapolis	400	4,000	600
Pittsburgh		1,500	500
Cincinnati	300	1,800	400
Buffalo		1,000	1,700
Cleveland	200	500	400

FRIDAY, JULY 4, 1930.

HOLIDAY—NO MARKET.

ARGENTINE SLAUGHTER REPORT.

Livestock slaughter in Argentina for the first quarter of 1930, divided according to slaughter for export and slaughter for consumption, is reported by the U. S. Department of Commerce as follows:

	For export.	For consumption.
1930.	1929.	1929.
Cattle	508,477	500,400
Hogs	21,880	14,415
Sheep	1,716,524	1,599,983

The above figures indicate that during the first three months of the current year, as compared with the same period of 1929, slaughter of cattle and sheep was 43,064 and 159,352 head greater respectively. Slaughter of hogs was fewer by 12,545 head.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 28, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,012	3,835	16,938
Swift & Co.	4,684	2,885	16,676
Morris & Co.	868	1,541	2,288
Wilson & Co.	3,249	3,062	8,670
Anglo-Amer. Prov. Co.	1,125	183	
C. H. Hammond Co.	1,947	1,288	
Libby, McNeill & Libby.	578		
Brennan Packing Co.	7,453	hogs; Independent	
Packing Co.	1,448	hogs; Boyd, Lunham & Co.	
900 hogs; Hygrade Food Products Corp.	4,566	hogs; Agar Packing Co.	4,603
hogs; 37,387 hogs.		hogs; others,	
Total.	15,863	calves, 3,949; hogs,	
69,211; sheep, 44,572.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,029	340	5,287	6,008
Cudahy Pkg. Co.	1,757	396	4,000	7,186
Fowler Pkg. Co.	333			
Morris & Co.	1,486	313	3,187	1,977
Swift & Co.	2,211	409	10,010	5,081
Wilson & Co.	2,164	280	4,865	5,244
Others	672	16	744	118
Total	10,646	1,754	28,153	25,614

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	4,887	24,274	6,625
Cudahy Pkg. Co.	4,287	16,297	8,739
Dold Pkg. Co.	501	7,446	
Morris & Co.	1,554		4,017
Swift & Co.	4,359	13,987	10,112
Eagle Pkg. Co.	18		
Geo. Hoffman & Co.	39		
M. Mayerowich Pkg. Co.	9		
Omaha Pkg. Co.	58		
J. Roth & Sons	45		
South Omaha Pkg. Co.	25		
Lincoln Pkg. Co.	312		
Nagle Pkg. Co.	338		
Sinclair Pkg. Co.	247		
Wilson & Co.	977		
Others		21,728	
Total	17,946	104,560	29,493

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,566	504	3,540	8,451
Swift & Co.	1,653	960	6,100	9,152
Morris & Co.	458	331	1,175	2,638
East Side Pkg. Co.	501		4,895	
American Pkg. Co.	192	210	2,016	286
Heil Pkg. Co.			2,197	
Krey Pkg. Co.	127	110	530	57
Others	2,716	1,033	15,561	982
Total	7,213	3,148	36,014	21,566

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,245	421	12,557	17,338
Armour and Co.	1,427	280	3,985	5,234
Morris & Co.	1,149	183	8,677	3,360
Others	1,233	51	5,614	792
Total	6,054	935	30,833	26,724

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,374	92	14,446	3,282
Armour and Co.	2,419	70	14,202	3,231
Swift & Co.	1,531	80	8,058	2,590
Smith Bros.			126	
Others	2,280	62	14,774	750
Total	8,604	304	51,006	9,823

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OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,098	614	1,148	701
Wilson & Co.	1,353	569	1,126	634
Others	113	...	558	2
Total	2,564	1,183	2,832	1,337
Not including 142 cattle and 1,238 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	314	130	4,502	1,035
Jacob Dold Co.	158	13	3,027	20
Fred W. Dold	96	...	332	...
Dunn-Ostertag	116	...	...	...
Keefe-Le Sturgeon .....	...	...	...	...
Total	654	143	7,861	1,055
Not including 3,146 hogs bought direct.				

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,064	2,829	13,616	1,459
Cudahy Pkg. Co.	464	985	1,252	...
Swift & Co.	3,003	3,814	20,201	2,025
United Pkg. Co.	1,159	123	...	...
Others	958	19	7,135	...
Total	7,648	7,770	42,204	3,484

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	920	4,046	9,480	913
U.D.B. Co. N.Y.	35	...	...	...
R. Gunz & Co.	74	51	121	57
Armour and Co., Mil.	245	2,321	...	...
N.Y.B.D.M. Co., N.Y.	36	...	...	...
Others	292	453	143	403
Total	1,611	7,471	9,744	1,373

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	935	1,942	10,044	3,939
King & Co.	803	346	14,917	780
Armour and Co.	301	98	1,776	66
Indianapolis Abt. Co.	691	43	644	615
Hilgenier Bros.	5	...	951	...
Brown Bros.	80	34	111	12
Schussler Pkg. Co.	24	...	255	...
Riverview Pkg. Co.	14	...	106	...
Freder Pkg. Co.	91	10	334	...
Ind. Prov. Co.	48	7	179	13
Maas Hartman Co.	15	8	...	...
Art Wahnitz	7	39	...	73
Hoosier Abt. Co.	13	...	...	...
Others	585	80	187	1,273
Total	3,612	2,616	38,195	6,774

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons .....	...	6	...	332
J. Hilberg & Son	147	...	...	69
Gus. Jungling	64	119	...	111
E. Kahn's Sons Co.	951	456	6,198	1,037
Kroger G. & B. Co.	83	107	1,507	...
J. Lohrey Pkg. Co.	4	...	263	...
Wm. G. Behn's Sons	83	55	...	...
A. Sander Pkg. Co.	9	...	824	...
J. Schlachter's Sons	136	185	...	223
J. & F. Schroth Co.	14	...	2,349	...
John F. Stegner	105	271	...	49
J. Vogel & Son	6	5	367	...
Ideal Pkg. Co. ....	...	545	...	...
Others	15	...	2,142	...
Foreign	26	478	2,872	5,689
Total	1,643	1,682	17,065	8,110
Not including 746 cattle, 257 calves, 6,204 hogs, and 1,435 sheep bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended June 28, 1930, with comparisons:

CATTLE.

	Week ended June 28, 1930.	Prev. week, 1929.	Cor. week, 1929.
Chicago	15,863	21,826	17,069
Kansas City	10,646	16,466	14,414
Omaha (incl. calves)	17,946	23,319	19,635
St. Louis	7,213	9,573	18,146
St. Joseph	6,054	6,734	8,254
St. Paul	8,604	12,970	10,300
Sioux City	2,564	2,053	2,307
Oklahoma City	654	1,323	945
Wichita .....	...	2,389	2,999
Denver	7,648	9,846	8,718
St. Paul	1,611	1,957	2,146
Milwaukee	3,612	4,745	4,353
Indianapolis	1,643	1,858	2,264
Cincinnati .....	...	...	...
Total	84,058	115,101	111,610

HOGS.

	Week ended June 28, 1930.	Prev. week, 1929.	Cor. week, 1929.
Chicago	69,211	67,945	66,529
Kansas City	28,153	32,355	32,559
Omaha	104,569	77,934	80,816
St. Louis	36,014	34,684	65,088
St. Joseph	30,833	28,152	32,887
St. Paul	51,606	43,192	44,781
Sioux City	2,832	3,206	5,083
Oklahoma City	7,861	10,045	6,011
Wichita .....	...	5,280	5,989
Denver	42,204	39,749	39,472
St. Paul	9,744	9,481	12,628
Milwaukee	38,195	35,935	38,817
Indianapolis	17,065	19,888	12,447
Cincinnati .....	...	...	...
Total	438,278	407,749	443,069

SHEEP.

Chicago	44,572	43,387	39,293
Kansas City	25,614	26,688	22,597
Omaha	29,463	28,958	20,729
St. Louis	21,506	17,067	24,026
St. Joseph	26,724	22,654	24,254
Sioux City	9,823	10,354	3,198
Oklahoma City	1,337	1,017	283
Wichita	1,055	2,712	1,399
Denver	10,777	2,747	2,747
St. Paul	3,484	3,355	2,020
Milwaukee	1,373	724	595
Indianapolis	6,774	6,063	4,531
Cincinnati	8,110	6,402	5,137
Total	179,025	180,158	150,815

THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Live-stock Exchange for the week ended July 3, 1930, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended July 3, 1930.	Totals to July 3, 1930.
Pounds sold	412,500	9,372,000
Hogs sold	1,800	40,880
Contracts sold	25	569
Contracts delivered	1	118
Hogs delivered	60	7,925
Pounds delivered	16,840	1,931,000
Av. hogs delivered	280	243

Daily closing quotations for the week ended July 3, 1930, were as follows:

SATURDAY, JUNE 28, 1930.				
	Light.*	Med.	Heavy.	Un-even.
To arrive .....	...	...	...	...
Dec.	\$ 8.00	\$ 8.60	\$ 8.00	...

MONDAY, JUNE 30, 1930.				
To arrive (7 days) .....	...	...	...	...
July .....	...	...	...	...
Sept.	\$ 9.20	...	...	...

TUESDAY, JULY 1, 1930.				
To arrive (7 days) .....	...	...	...	...
July .....	...	...	...	...
Sept.	\$ 9.20	...	...	...
Nov. ....	...	8.50	...	...

WEDNESDAY, JULY 2, 1930.				
To arrive (7 days) .....	...	...	...	...
Aug. ....	...	9.45	...	...
Sept.	\$ 9.25	9.30	\$ 9.30	...
Dec. ....	...	8.50	...	...

THURSDAY, JULY 3, 1930.				
To arrive .....	...	...	...	...
July .....	...	9.40	...	...
Aug. ....	...	9.40	...	...
Sept.	\$ 9.40	9.50	9.40	...
Dec. ....	...	8.55	...	...

Dec.	8.55
FRIDAY, JULY 4, 1930.—Holiday.	
*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot —16,500 lbs., with a variation not in excess of 1,500 lbs.	

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended June 28, 1930, with comparisons:

At 20 markets:				
	Cattle.	Hogs.	Sheep.	
Week ended June 28, 1930.	147,000	576,000	243,000	
Previous week	185,000	585,000	245,000	
1929	205,000	601,000	226,000	
1928	207,000	563,000	262,000	
1927	195,000	603,000	228,000	
1926	239,000	528,000	235,000	
At 11 markets:				
	Cattle.	Hogs.	Sheep.	
Week ended June 28, 1930.	524,000	...	...
Previous week	523,000	...	...
1929	522,000	...	...
1928	497,000	...	...
1927	500,000	...	...
1926	468,000	...	...
At 7 markets:				
	Cattle.	Hogs.	Sheep.	
Week ended June 28, 1930.	122,000	456,000	172,000	
Previous week	147,000	456,000	178,000	
1929	145,000	436,000	159,000	
1928	146,000	427,000	180,000	
1927	148,000	507,000	169,000	
1926	188,000	397,000	170,000	

What are the characteristics of neutral lard, and for what is it used? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yard for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 23, 1930.	13,597	1,149	44,443	9,317
Tues., June 24, 1930.	4,838	2,154	31,280	9,890
Wed., June 25, 1930.	6,884	1,994	20,065	13,844
Thurs., June 26, 1930.	5,720	1,633	20,447	4,296
Fri., June 27, 1930.	2,508	402	21,997	5,901
Sat., June 28, 1930.	300	200	9,500	5,000

This week	33,547	7,652	156,732	48,188
Previous week	39,922	8,980	162,240	51,443
Year ago	36,639	10,211	151,976	47,576
Two years ago	41,015	12,073	148,753	63,975

Total receipts for month and year to June 28, with comparisons:				
	June, 1930.	1929.	1930.	1929.
Cattle	169,307	161,767	1,022,610	1,097,088
Calves	40,733	48,257	308,563	397,033
Hogs	600,633	544,487	3,976,722	4,162,183
Sheep	222,285	221,527	1,939,861	1,708,639

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 23, 1930.	3,898	1	8,161	800
Tues., June 24, 1930.	1,970	18	5,613	607
Wed., June 25, 1930.	2,002	1	2,316	767
Thurs., June 26, 1930.	1,071	2	2,362	140
Fri., June 27, 1930.	658	2	7,740	966
Sat., June 28, 1930.	100	...	500	1,000

This week	10,299	24	27,191	3,651
Previous week	10,388	23	23,101	1,818
Year ago	10,948	270	27,339	4,896
Two years ago	12,718	283	31,796	10,225

WEEKLY AVERAGE PRICE OF LIVESTOCK.				
	Week ended June 28, 1930.	\$ 8.80	\$ 2.75	\$ 11.30
Previous week	9.85	9.05	2.85	11.05
1929	14.05	10.75	5.85	14.05
1928	14.25	10.25	5.85	16.35
1927	11.35	8.65	5.69	14.15
1926	9.70	14.10	7.75	15.55
1925	11.25	13.25	7.75	16.10
Av. 1925-1929	\$12.10	\$11.40	\$ 6.15	\$15.25

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended June 28, 1930.	23,200	129,500	44,500
Previous week	29,634	139,139	49,625
1929	25,391	104,877	42,880
1928	29,897	114,937	33,750
1927	31,982	130,818	47,244

*Saturday, June 28, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No. Rec'd.	Avg. Wgt.	Prices	
			Top.	Avg.
*Week ended June 28, 1930.	156,700	250	\$ 9.60	\$ 8.80
Previous week	162,240	247	10.40	9.65
1929	151,976	248	11.40	10.75
1928	146,753	233*	11.15	10.25
1927	168,463	240	9.55	8.65
1926	119,234	256	15.00	14.10
1925	142,643	236	13.70	13.25
Av. 1925-1929	141,800	244	\$12.15	\$11.40

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended June 28, 1930, with comparisons:

	CATTLE.		
	Week ended June 28, 1930.	Prev. week.	Cor. week, 1929.
Chicago	15,893	21,826	17,069
Kansas City	12,400	19,382	18,198
Omaha	15,825	20,322	18,972
St. Louis	7,213	9,573	10,028
St. Joseph	5,757	6,790	5,913
Sioux City	7,132	10,381	8,565
Wichita	797	1,715	1,188
Fort Worth	.....	5,593	8,210
Philadelphia	1,440	1,284	1,165
Indianapolis	870	1,717	1,032
New York & Jersey City	7,814	7,831	7,924
Oklahoma City	3,889	3,299	3,912
Cincinnati	2,205	2,729	3,513
Denver	2,232	2,125	2,943
Total	83,437	114,447	108,682

HOGS.			
Chicago	147,105	139,123	125,305
Kansas City	28,153	32,255	32,590
Omaha	32,776	56,628	59,052
St. Louis	36,014	34,684	28,009
St. Joseph	25,350	21,745	24,843
Sioux City	38,743	30,312	27,965
Wichita	8,201	32,525	6,011
Fort Worth	.....	12,614	6,070
Philadelphia	13,305	12,626	11,684
Indianapolis	23,900	22,684	24,368
New York & Jersey City	32,964	35,732	32,957
Oklahoma City	4,070	3,421	5,335
Cincinnati	16,355	17,085	20,028
Denver	6,735	5,512	5,891
Total	443,680	446,546	400,907

SHEEP.			
Chicago	44,572	43,387	39,293
Kansas City	25,614	26,688	22,597
Omaha	29,035	31,480	23,278
St. Louis	21,566	17,067	20,086
St. Joseph	25,032	22,552	24,537
Sioux City	9,186	11,814	3,140
Wichita	1,055	2,712	1,389
Fort Worth	.....	13,794	7,323
Philadelphia	7,579	5,926	4,326
Indianapolis	1,123	1,259	718
New York & Jersey City	77,135	75,576	46,707
Oklahoma City	1,337	1,017	283
Cincinnati	3,157	1,823	1,239
Denver	2,244	1,771	1,323
Total	249,555	256,896	195,298

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended June 26, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended June 26.	Prev. week.	Same week 1929.
Toronto	\$ 9.35	\$ 9.50	\$11.75
Montreal	9.00	10.00	11.50
Winnipeg	10.00	10.00	12.00
Calgary	9.25	10.00	11.35
Edmonton	9.25	9.50	10.50
Prince Albert	8.50	8.25	.....
Moose Jaw	8.00	8.50	10.50
Saskatoon	8.50	9.00	.....
VEAL CALVES.			
Toronto	\$ 9.50	\$10.50	\$14.50
Montreal	8.50	8.00	12.50
Winnipeg	10.00	10.00	13.00
Calgary	10.00	10.50	12.00
Edmonton	11.00	11.00	11.50
Prince Albert	7.50	8.50	10.50
Moose Jaw	8.00	8.00	12.00
Saskatoon	8.00	8.00	10.00
SELECT BACON HOGS.			
Toronto	\$12.50	\$13.00	\$13.50
Montreal	13.25	13.25	13.25
Winnipeg	11.50	12.25	12.00
Calgary	11.75	12.00	12.25
Edmonton	11.35	11.85	12.00
Prince Albert	11.45	11.95	12.00
Moose Jaw	11.55	11.55	11.90
Saskatoon	11.45	11.95	11.30
GOOD LAMBS.			
Toronto	\$13.00	\$14.00	\$16.50
Montreal	15.00	15.00	16.00
Winnipeg	12.00	12.00	16.00
Calgary	11.00	11.00	12.50
Edmonton	10.00	12.00	16.00
Prince Albert	.....	.....	14.00
Moose Jaw	11.00	.....	15.00
Saskatoon	.....	11.00	15.00

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended June 28, 1930, were 3,012,000 lbs.; previous week, 3,367,000 lbs.; same week last year, 4,774,000 lbs.; from January 1 to June 28 this year, 102,245,000 lbs.; same period a year ago, 102,261,000 lbs.

Shipments of hides from Chicago for the week ended June 28, 1930, were 2,723,000 lbs.; previous week, 3,057,000 lbs.; same week last year, 5,109,000 lbs.; from January 1 to June 28 this year, 87,531,000 lbs.; same period a year ago, 112,359,000 lbs.

CATTLE HIDE SUPPLIES.

Net imports of cattle hides during the first four months of this year were more than 33 per cent over the total imports during the same period last year, according to completed figures compiled by the New York Hide Exchange.

The next imports during the four months of this year amounted to 1,519,000 pieces, compared with 1,140,000 pieces in the corresponding period last year. The April imports this year were 536,000 pieces, which was the highest

monthly figure reported since June, 1928.

During the first five months of this year production of domestic cattle hides in federal inspection plants had fallen off slightly less than 2 per cent from the corresponding months of 1929. Total 1930 production was 3,213,848, compared with 3,274,764 in 1929.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended June 28, 1930, are as follows:

	Week ended June 28, 1930.	Prev. week, 1929.	Cor. week, 1929.
West. drad. meats:			
Steers, carcasses	2,460	2,688	1,639
Cows, carcasses	957	969	977
Bulls, carcasses	347	402	331
Veals, carcasses	1,290	1,985	1,305
Lamba, carcasses	12,032	10,111	11,154
Mutton, carcasses	1,045	1,979	1,580
Pork, lbs.	447,486	481,556	375,675
Local slaughters:			
Cattle	1,440	1,284	1,165
Calves	2,264	2,547	2,051
Hogs	17,679	12,626	11,684
Sheep	13,305	5,926	4,326

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia."

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, July 2, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-160 lbs.) gd-ch.	\$ 9.00@ 9.40	\$ 9.00@ 9.25	\$ 8.50@ 8.80	\$ 8.35@ 8.80	\$ 8.75@ 9.00
Lt. wt. (160-180 lbs.) gd-ch.	9.15@ 9.40	9.15@ 9.25	8.65@ 8.85	8.60@ 8.85	8.85@ 9.00
(180-200 lbs.) gd-ch.	9.20@ 9.45	9.15@ 9.25	8.85@ 8.90	8.80@ 9.00	8.85@ 9.00
Med. wt. (200-220 lbs.) gd-ch.	9.20@ 9.40	9.15@ 9.30	8.65@ 8.90	8.80@ 9.00	8.85@ 9.00
(220-250 lbs.) gd-ch.	9.20@ 9.40	9.15@ 9.25	8.65@ 8.90	8.70@ 9.00	8.75@ 9.00
Hvy. wt. (250-280 lbs.) gd-ch.	9.20@ 9.40	9.00@ 9.20	8.65@ 8.80	8.65@ 8.85	8.40@ 8.85
(280-350 lbs.) gd-ch.	8.90@ 9.35	8.75@ 9.10	8.50@ 8.75	8.50@ 8.85	8.25@ 8.65
Pkg. sows (275-350 lbs.) med-ch.	7.65@ 8.50	7.75@ 8.20	7.50@ 8.10	7.00@ 8.10	7.40@ 8.15
Sitr. pigs (100-130 lbs.) gd-ch.	8.25@ 9.00	8.25@ 9.00	.....	7.50@ 8.35	8.50@ 8.75
Av. cost & wt. Wed. (pigs excl.)	8.98-247 lbs.	9.23-200 lbs.	8.34-260 lbs.	8.76-226 lbs.	8.04-279 lbs.
Slaughter Cattle and Calves:					
STEERS (600-900 LBS.):					
Choice	11.00@ 11.75	11.00@ 12.00	10.25@ 11.35	10.50@ 11.75	10.50@ 11.25
Good	9.50@ 11.00	9.25@ 11.00	9.00@ 10.75	9.25@ 10.50	9.50@ 10.50
Medium	8.25@ 9.75	7.75@ 9.25	7.75@ 9.25	8.00@ 9.25	8.00@ 9.50
Common	6.00@ 8.25	6.00@ 7.75	6.00@ 7.75	6.25@ 8.00	6.00@ 8.00
STEERS (900-1,100 LBS.):					
Choice	11.25@ 12.00	11.25@ 12.00	11.00@ 11.75	10.50@ 11.75	11.00@ 11.75
Good	9.75@ 11.50	9.50@ 11.25	9.25@ 11.25	9.25@ 10.75	9.50@ 11.00
Medium	8.50@ 10.25	7.75@ 9.50	8.00@ 9.75	8.00@ 9.50	8.25@ 9.50
Common	6.25@ 8.50	6.00@ 7.75	6.00@ 8.25	6.25@ 8.00	6.00@ 8.25
STEERS (1,100-1,300 LBS.):					
Choice	11.75@ 12.85	11.25@ 12.00	11.25@ 12.00	10.75@ 12.00	11.00@ 12.00
Good	10.25@ 12.00	9.75@ 11.25	9.75@ 11.25	9.75@ 10.75	10.00@ 11.00
Medium	9.00@ 10.25	8.00@ 9.75	8.25@ 10.00	8.25@ 9.75	8.50@ 10.00
STEERS (1,300-1,500 LBS.):					
Choice	11.75@ 12.85	11.25@ 12.00	11.25@ 12.25	11.00@ 12.00	11.25@ 12.00
Good	10.50@ 12.00	10.50@ 12.00	10.00@ 11.25	9.75@ 11.00	10.00@ 11.25
HEIFERS (550-850 LBS.):					
Choice	10.25@ 10.75	10.50@ 11.50	9.25@ 10.25	9.50@ 10.75	9.50@ 10.50
Good	9.50@ 10.25	9.00@ 10.50	8.25@ 9.50	8.75@ 9.75	8.50@ 9.50
Medium	8.00@ 9.50	7.75@ 9.00	7.25@ 8.50	7.50@ 8.75	7.00@ 8.50
Common	6.00@ 8.00	6.00@ 7.75	5.75@ 7.25	6.25@ 7.50	5.50@ 7.00
COWS:					
Choice	8.25@ 9.25	8.25@ 8.75	7.75@ 8.75	7.25@ 8.25	7.50@ 8.25
Good	7.25@ 8.25	7.00@ 8.25	6.25@ 7.75	6.75@ 7.25	6.75@ 7.50
Com-med.	4.75@ 7.25	5.25@ 7.00	5.00@ 6.25	5.00@ 6.25	5.00@ 6.75
Low cutter and cutter.	3.75@ 4.75	3.00@ 5.25	3.00@ 4.75	3.00@ 5.00	3.50@ 5.00
BULLS (YRLS. EX. BEEF):					
Gd-ch.	6.50@ 8.25	6.25@ 7.50	5.75@ 7.50	6.25@ 7.50	6.00@ 7.25
Cut-med.	5.25@ 6.75	4.00@ 6.25	4.25@ 6.00	4.75@ 6.25	4.25@ 6.00
VEALERS (MILK-FED):					
Gd-ch.	9.50@ 11.50	9.00@ 10.50	9.00@ 11.00	7.50@ 9.50	8.50@ 11.50
Medium	8.50@ 9.50	6.50@ 9.00	7.00@ 9.00	5.50@ 7.50	6.50@ 8.50
Cul-com.	6.00@ 8.50	3.50@ 6.50	4.50@ 7.00	3.00@ 5.50	5.00@ 6.50
CALVES (250-500 LBS.):					
Gd-ch.	6.75@ 8.75	8.00@ 10.00	8.00@ 9.00	5.50@ 8.50	6.00@ 9.00
Com-med.	4.25@ 6.75	5.00@ 8.00	5.50@ 8.00	3.00@ 5.50	4.00@ 6.00
Slaughter Sheep and Lambs:					
Lamba (90 lbs. down): gd-ch.	10.25@ 11.25	10.00@ 11.00	9.50@ 10.75	9.25@ 10.50	9.00@ 10.25
Medium	8.75@ 10.25	8.00@ 10.00	8.25@ 9.50	7.75@ 9.25	7.50@ 9.00
(All weights)—Common	6.00@ 8.75	4.50@ 8.00	6.00@ 8.25	5.00@ 7.75	4.50@ 7.25
Yearling Wethers:					
(90-110 lbs.)—Med-ch.	6.25@ 9.75	6.00@ 9.00	5.50@ 7.75	5.25@ 7.50	5.50@ 7.75
Ewes: (90-120 lbs.)—med-ch.	2.50@ 3.50	2.50@ 3.50	1.75@ 3.00	2.25@ 3.25	2.50@ 3.25
(120-150 lbs.)—Med-ch.	2.00@ 3.25	2.25@ 3.25	1.30@ 2.75	2.00@ 3.00	1.75@ 3.00
(All weights)—Cul-com.	1.40@ 2.50	1.00@ 2.50	.75@ 1.75	.75@ 2.25	.75@ 2.00

Hide and Skin Markets

Chicago.

PACKER HIDES—Another very quiet week passed in the packer hide market, with no trading whatever mentioned so far. The holiday at the end of the week helped to curtail serious attempts to do business, and neither buyers nor sellers have been exerting any pressure. Hides are available at last trading prices. Very little has been heard from buyers, although some bids were in the market at $\frac{1}{2}$ @1c under last trading prices, with killers inclined to feel that the better quality now available is worth at least steady money. This is the dulllest season of the year in the shoe manufacturing business, with the result that the leather market continues very dull, but some seasonal improvement is expected later in the month.

Meanwhile, all descriptions are quoted below on basis of last trading prices; buyers' ideas range $\frac{1}{2}$ @1c under these figures, although packers refuse to consider such bids.

Spread native steers 16@16 $\frac{1}{2}$ c, nom. Heavy native steers last sold at 15c, and extreme native steers at 13 $\frac{1}{2}$ c.

Last trading in butt branded steers was at 14 $\frac{1}{2}$ c and Colorados at 14c. Heavy Texas steers quoted 14 $\frac{1}{2}$ c; light Texas steers last sold at 13 $\frac{1}{2}$ c, and extreme light Texas steers at 12 $\frac{1}{2}$ c.

Heavy native cows last sold at 13c in a small way. Light native cows last moved at 13c, and branded cows at 12 $\frac{1}{2}$ c.

Native bulls last sold at 9c for regular points and 9 $\frac{1}{4}$ c for St. Pauls; branded bulls 8c last paid.

The South American market was moderately active, around 16,000 hides reported sold so far. Last trading was 8,000 Argentine steers at \$33.50, equal to 13 5/16c; 4,000 sold earlier at \$33.50, equal to 13 9/16c, due to difference in exchange rates, with \$33.25 paid late last week, equal to about 13 $\frac{1}{2}$ c. Uruguayan steers sold at \$33.75 for 4,000.

SMALL PACKER HIDES—Small packer market dull, in sympathy with other markets. Last trading locally in June all-weight native steers and cows was at 13c, branded at 12@12 $\frac{1}{2}$ c, for productions from outside plants, which is considered the full market at the moment. No movement as yet of July hides.

Last trading in Pacific Coast market was at 12c for May steers and 10 $\frac{1}{2}$ c for cows, f.o.b. shipping points.

HIDE TRIMMINGS—Market quoted \$30.00@32.00 per ton, Chicago.

COUNTRY HIDES—Country market slow, with a slightly easier tone. All-weights quoted around 9c top, selected, delivered, with some 48 lb. av. reported at this figure early. Heavy steers and cows 8 $\frac{1}{2}$ @9c. Buff weights quoted 9@9 $\frac{1}{2}$ c. Bids of 11 $\frac{1}{2}$ c reported for 25/45 lb. extremes, asking 12c. Bulls slow, around 6 $\frac{1}{2}$ @7c, selected, asked. All-weight branded about 8c, flat, less Chicago freight.

CALFSKINS—One big packer sold 5,500 June production calf at the week-end at 20c, northern basis, or 1c down from previous sales. In view of the

apparent strength in the eastern market on calf, other packers declined this price, asking up to 22c. Market quoted in a range, 20@21c, nom.

Chicago city calfskins 18@19c, nom., with last sales at 19c for 8/15 lb. weights; the 8/10 lb. last sold at 18c, and 10/15 lb. at 20c. Mixed cities and countries quoted 15@15 $\frac{1}{2}$ c, nom.; straight countries around 14@14 $\frac{1}{2}$ c. Chicago city light calf and deacons \$1.35 last paid.

KIPSKINS—Last trading in June native kips was at 19c, northern basis. One packer sold 800 to 1,000 June over-weights at 16 $\frac{1}{2}$ c, or $\frac{1}{2}$ c down from last sale; branded kips around 15c, nom.

Chicago city kips quoted 17@17 $\frac{1}{2}$ c, nom., top last paid. Mixed cities and countries 14 $\frac{1}{2}$ @15c; straight countries 13 $\frac{1}{2}$ @14c.

Packer regular slunks sold last week at \$1.25 for May-June take-off, as previously reported; hairless 25@30c, nom.

HORSEHIDES—Horsehides slow, with city renderers offered around \$4.00@4.25; good mixed lots priced \$3.50@3.75, ranging down to \$2.75@3.00 for poorer lots.

SHEEPSKINS—Dry pelts quoted 10@10 $\frac{1}{2}$ c per lb. Big packer shearlings unchanged from last week, when about six cars moved at 50c for No. 1's and 30c for No. 2's, and market about cleaned up to July 1st. Small packer shearlings unchanged at 32 $\frac{1}{2}$ c, flat, last paid. Pickled skins unchanged; last trading in winter skins was at \$4.75 per doz. at Chicago. Market rather slow in becoming established on summer lambs; some 5,000 reported sold this week at 50c each for regular lambs and 30c each for small lambs. Last sale of California spring lambs was at \$5.75 per doz. at Chicago.

PIGSKINS—No. 1 pigskin strips dull and quoted 5@7c asked, according to size and quality. Gelatine scraps 4c, nom., delivered.

New York.

PACKER HIDES—Market quiet, all June productions having sold earlier, at 15c for native steers, 14 $\frac{1}{2}$ c for butt brands and 14c for Colorados.

COUNTRY HIDES—Market continues very dull, with little heard from buyers. Buff weights generally talked 9c top. Extremes could probably be moved at 11 $\frac{1}{2}$ c, although buyers generally claim this is top.

CALFSKINS—Light calfskins moved in a good way this week and the market appears to be in a better position. About 20,000 of the 5-7's sold at \$1.55 for collectors' and \$1.60 for packer's skins. Last trading in 7-9's was at \$2.00@2.10, and 9-12's at \$2.70@2.80. Last sale of 12/17 lb. veal kips was at \$3.10@3.15, and heavy kips, 17 lb. and up, sold in a small way at \$4.25. Collectors have advanced their price 3c per lb. on green calfskins, and 40c on kipskins, due to competitive conditions.

New York Hide Exchange Futures.

Saturday, June 28, 1930—Close: July 12.10n; Aug. 12.35n; Sept. 12.68n; Oct. 13.00n; Nov. 13.35n; Dec. 13.70n; Jan. 14.00n; Feb. 14.30b;

March 14.55n; April 14.80n; May 15.08b. Sales 44 lots.

Monday, June 30, 1930—Close: July 12.10n; Aug. 12.35n; Sept. 12.68n; Oct. 13.00n; Nov. 13.35n; Dec. 13.71n; Jan. 14.00n; Feb. 14.10b; March 14.50n; April 14.75n; May 15.05b. Sales 37 lots.

Tuesday, July 1, 1930—Close: July 12.10n; Aug. 12.40n; Sept. 12.73b; Oct. 13.10n; Nov. 13.45n; Dec. 13.80n; Jan. 14.00n; Feb. 14.20b; March 14.55n; April 14.85n; May 15.20b; June 15.30n. Sales 10 lots.

Wednesday, July 2, 1930—Close: July 12.00n; Aug. 12.35n; Sept. 12.75b; Oct. 13.10n; Nov. 13.45n; Dec. 13.85b; Jan. 14.00n; Feb. 14.21b; March 14.50b; April 14.80n; May 15.10n; June 15.20n. Sales 11 lots.

Thursday, July 3, 1930—Close: July 12.00n; Aug. 12.40n; Sept. 13.15n; Nov. 13.45n; Dec. 13.75n@13.81n; Jan. 14.00n; Feb. 14.21n; March 14.45n; April 14.70n; May 15.00n@15.20n; June 15.10n.

The Hide Exchange was closed on Friday, July 4, and Saturday July 5.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended June 28, 1930, were as follows:

Week ended	New York.	Boston.	Phila.
June 28, 1930.....	32,054	10,627	488
June 21, 1930.....	22,941	.....	.....
June 14, 1930.....	35,987	20,353	1,250
June 7, 1930.....	32,589	71,138	1,570
To date, 1930.....	999,975	524,108	308,734
June 22, 1929.....	50,398	1,301	4,080
June 22, 1929.....	29,054	2,150	31,531
To date, 1929.....	635,515	148,147	312,668

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 3, 1930, with comparisons are reported as follows:

PACKER HIDES.			
Week ended	Prev. week.	Cor. week,	
July 3,		1929,	
Spr. nat.			
strs. ....16	@16 $\frac{1}{2}$ n	16	@16 $\frac{1}{2}$ n
Hvy. nat. strs.	@15		@15
Hvy. Tex. strs.	@14 $\frac{1}{2}$		@14 $\frac{1}{2}$
Hvy. butt brand'd	@14 $\frac{1}{2}$		@14 $\frac{1}{2}$
strs.	@14 $\frac{1}{2}$		@14 $\frac{1}{2}$
Hvy. Col. strs.	@14		@14
Ex-light Tex.	@12 $\frac{1}{2}$		@12 $\frac{1}{2}$
strs.	@12 $\frac{1}{2}$		@12 $\frac{1}{2}$
Brnd'd cows.	@13		@13
Hvy. nat. cows	@13		@13
Lt. nat. cows	@13		@13
Nat. bulls .. 9	@9 $\frac{1}{4}$	9	@9 $\frac{1}{4}$
Brnd'd bulls.	@8		@8
Calfskins ...20	@21	21	@21
Kips, nat.	@19		@19
Kips, ov-wt. 16 $\frac{1}{2}$	@17		@17
Kips, brnd'd.	@15n		@15n
Slunks, reg.	@1.25		@1.25
Slunks, hrls.25	@30	25	@30n
Light native, butt branded and Colorado steers			
1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

Nat. all-wts.	@13n	@13n	@17ax
Branded ...12	@12 $\frac{1}{2}$ n	12	@12 $\frac{1}{2}$ n
Nat. bulls ..	@9	@9	@12
Brnd'd bulls.	@7 $\frac{1}{2}$	@7 $\frac{1}{2}$	@10 $\frac{1}{2}$
Calfskins ...18	@19n		@22
Kips ....17	@17 $\frac{1}{2}$		@17 $\frac{1}{2}$
Slunks, reg.	@1.15		@1.15
Slunks, hrls.20	@25n		@25n

COUNTRY HIDES.

Hvy. steers.. 8 $\frac{1}{2}$ @9	@9	12	@12 $\frac{1}{2}$
Hvy. cows .. 8 $\frac{1}{2}$ @9	@9	12	@12 $\frac{1}{2}$
Butts 9	@9 $\frac{1}{2}$	@10	@13n
Extremes ...11 $\frac{1}{2}$ @12	11 $\frac{1}{2}$ @12		@15 $\frac{1}{2}$
Bulls 6 $\frac{1}{2}$ @7	@7 $\frac{1}{2}$	7	@10n
Kips ....14	@14 $\frac{1}{2}$		@18
Kips ....13 $\frac{1}{2}$ @14	@14n	17	@17
Light calf.. 1.00@1.10	1.00@1.10	1.00	@1.10
Deacons ... 1.00@1.10	1.00@1.10	1.00	@1.10
Slunks, reg. 50	@50	50	@50
Slunks, hrls. 5	@10n	5	@10n
Horsehides .. 3.00@4.00	3.25@4.25	5.00@6.25	
Hogskins ...	@50	50	@55

SHEEPSKINS.

Pkr. lambs.....			
Sml. pkr.			
lambs			
Pkr. shearings.30	@50	30	@50
Dry pelts ...10	@10 $\frac{1}{2}$	10	@10 $\frac{1}{2}$
		20	@21

ADVANTAGES OF THE

YORK

AMMONIA LIQUID CIRCULATING SYSTEM

THE IMPROVEMENT and development of machinery and equipment, together with its application for service in the Refrigerating Industry, constantly engages the attention of York engineers. The York research laboratories have given the Industry many of its outstanding developments.

The latest achievement of York engineering is the York Patented Ammonia Liquid Circulating System. Its outstanding advantages can be summarized as follows:

LOWER OPERATING COSTS—The York Patented Ammonia Liquid Circulating System permits higher operating suction pressures with attendant increase in operating efficiency and substantial decrease in power consumption, for the reason that the entire evaporating system has its surface completely wetted by ammonia, thereby allowing every square foot of surface in the evaporating system to serve for useful cooling work. Further the ammonia is supplied to the evaporating system so that no static pressure is developed on the liquid ammonia within the evaporator.

In addition, the ammonia vapor is withdrawn from the evaporating system in such a manner as to prevent the formation of gas pockets and liquid traps.

LOWER TEMPERATURES—This system produces lower temperatures with the same amount of evaporating surface substantially for the reasons previously given, i.e., completely wetted evaporating surface, no gas pockets or liquid traps, resulting in full evaporating surface available for useful cooling work.

EASE OF OPERATION—The evaporating system may be cut out of service by merely stopping the ammonia recirculating pump. Constant manual supervision is eliminated, as it is unnecessary for the operator to adjust valves to regulate the flow of liquid ammonia through the evaporator. This feature in itself is sufficient to justify the installation of the York Patented Ammonia Liquid Circulating System. In the now obsolete manually controlled systems, where a number of valves are used to regulate the flow of liquid ammonia through the evaporator, as the refrigerating plant load and condensing pressure vary, constant adjustment is necessary, or the result would be too little or too much ammonia through the evaporating system, with attendant losses in operating efficiency and possible damage to the equipment.

SAFETY—This system assures dry gas to the compressor, thereby eliminating compressor troubles and prolonging the life of the equipment for the reason that the unevaporated liquid and the gas coming from the evaporating system enter the ammonia circulating system receiver. This receiver is large

enough to accommodate the entire ammonia liquid charge within the system and allow sufficient additional receiver capacity for gas. The unevaporated liquid returning from the evaporating system remains in the receiver ready for recirculation by the ammonia circulating pump. The gas passes over to the compression system. This feature of assuring dry gas to the compressor is uninfluenced by a variation in operating load.

FLEXIBILITY—Its refrigerating effect is immediate. The entire charge of liquid ammonia is carried in the York low pressure receiver, pre-cooled to evaporating temperatures and is available for instant use.

EASILY DEFROSTED—It is especially adapted to low temperature work. The evaporating system may be instantly drained of liquid ammonia, and hot gas introduced to the coils, making defrosting positive and rapid. Even when defrosting, the safety feature remains unchanged. The ammonia liquid and gas returning from the evaporating system first pass through the ammonia liquid circulating system receiver, where the unevaporated liquid remains, and the gas passes on to the compression system.

One of the surest measures of the value of the York Patented Ammonia Liquid Circulating System is the enthusiasm with which users of refrigeration are adopting it. A York representative will gladly make a survey of your existing plant and advise you if this system can be applied to your uses. Communicate with the nearest of our conveniently located direct factory branches.

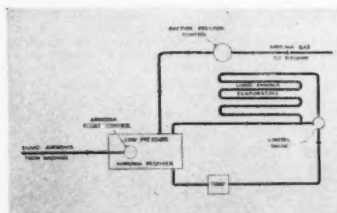


Diagram of York Patented Ammonia Liquid Circulating System. (Patent No. 1718312)



YORK ICE MACHINERY CORP.
GENERAL OFFICE, YORK, PENNSYLVANIA

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

COLD STORAGE TEMPERATURES.

It has been shown that refrigeration does not kill microorganisms; it acts only to retard their development and may, therefore, be considered as aseptic rather than germicidal. Tests have shown that many organisms were not killed when exposed for hours at the extremely low temperature of liquid hydrogen—approximately 421 degs. below zero F.

It has been pointed out, moreover, that time also is an important factor in the development of microorganisms. Their growth will proceed slowly even at low temperatures and will in time render the product unfit for food. As the temperature rises, the time that foods can be held in a wholesome condition decreases rapidly. Time and temperature of holding are therefore intimately connected and must necessarily be considered together.

Furthermore, the initial condition of the food when stored will greatly affect the length of time it can be held in good condition at any given temperature. Foods that are clean and fresh when stored will, of course, remain in a wholesome condition at a given temperature much longer than will those that are not clean and fresh.

In other words, the initial number of organisms will largely determine the time that the food can safely be held. Only clean, fresh foods should ever be held in cold storage. Those of doubtful condition may prove dangerous to health even though held at a low temperature for only a short time.

Since microorganisms develop at all temperatures above freezing, it is evident that any food product will decay in due time unless solidly frozen. The problem of refrigeration, then, is to so regulate the temperature that the product will suffer the minimum of deterioration during the period that it is stored.

Theoretically, the ideal temperature for cold storage is that which results in the slowest development of microorganisms and in the case of fruits and vegetables, in the maximum retardation of their life processes without actual injury. The only objection to maintaining such a temperature is the cost involved.

Practically, the most satisfactory cold storage temperature is the best compromise that can be made by considering, on the one hand, the initial condition of the product and its life processes, the rate of growth of microorganisms, and the time the product will be stored; and on the other hand, the cost of producing and maintaining refrigeration.

Consequently, the temperature maintained in proper cold storage must vary

according to the nature of the particular product stored, and the time that it is stored. The answer to the query, "Is there one definite temperature for the cold storage of foods?" is "No!"—Refrigerating Engineering.

THAT NEW EXPANSION VALVE.

Editor THE NATIONAL PROVISIONER:

I read with interest the article by Robert S. Wheaton, in the June 21 number of THE NATIONAL PROVISIONER entitled "New Expansion Valve."

The principal objection that I have to the valve is that it contains a float. Mr. Wheaton states that it has "no diaphragm, springs, valve stem stuffing boxes, or other adjusting devices." But it does contain a float, and it does contain a valve which is operated by that float, which is sufficient to cause many a practical refrigerating man to steer shy of the device.

While it may be true that the float is operated by means of mercury, and is therefore powerful, owing to the heaviness of mercury, it nevertheless may not be powerful enough to open the valve at all times. I would rather use a diaphragm operated by auxiliary water or air pressure, even though diaphragms are objectionable. Of the two evils, I prefer the diaphragm.

And then again it is quite possible that this valve will not close with sufficient tightness. I am afraid there will be more or less leakage. Rust and dirt particles are commonly carried along in the liquid, and when such rust and dirt lodge on the valve seat the valve will surely leak. A diaphragm valve operated by auxiliary water or air pressure will close a valve tight even against scale or rust. Any desired force is obtainable.

On the whole, though, Mr. Wheaton's valve is certainly cleverly worked out and I congratulate him. I trust he will be able to eliminate the float and make the action unquestionably positive.

These, of course, are only suggestions which are offered in a spirit of helpfulness and not in a spirit of criticism. I have had considerable experience and trouble with floats and that is why I am "agin 'em."

W. F. SCHAPHORST, M. E.

GOVERNMENT STORAGE PLANT.

A refrigerating plant that has been under construction for some time at the port of Gdynia, Poland, as reported by Assistant Trade Commissioner Redfern at Warsaw, is nearly ready to commence operations. The plant will handle such products as eggs, bacon, meat, butter, etc., for export, and since it has been financed by the state land bank, a government institution, it is essentially a government owned enterprise.

Exporters utilizing the facilities of the new plant can obtain credit for 2/3 of the value of the produce delivered at a present annual interest rate of 8 per cent, except in the case of eggs, for which payment will be advanced up to 75 per cent of fair value. As a government undertaking, overhead charges are expected to be kept at a low level.

REFRIGERATION NOTES.

William Sherman and associates have acquired the Merchants Ice & Cold Storage Co., Oakland, Calif.

A cold storage plant is being erected by the Brookhaven Creamery Co., Brookhaven, Miss.

A contract has been awarded by the Cassco Ice Co., Waynesboro, Va., for the erection of a cold storage plant.

Five new commercial cold storage vaults are being constructed in the plant of the Santa Fe Ice Co., San Angelo, Tex. It is expected that work will be completed early in July.

A refrigerating plant has been installed in the warehouse of the Logan Grocery Co., Prescott, Ariz.

A quick freezing room has been built in the plant of the Commonwealth Ice & Cold Storage Co., Boston, Mass.

A contract has been let for the mechanical equipment for the new ice and cold storage plant of the Agua Caliente Co., Agua Caliente, Mex.

The Harrison County Poultry Association is planning the erection of a community cold storage plant in Gulfport, Miss.

Erection of a cold storage plant is being considered by the Tri-County Growers Association, Port Royal, Va.

Construction has started on a new modern office and cold storage plant in Sequin, Tex., for the San Antonio Public Service Co.

A cold storage plant will be constructed in Zillah, Wash., by the C. C. Woodall Co.

Additional refrigerating equipment has been purchased by the C. L. Robinson Ice & Cold Storage Co., Winchester, Va.

A small cold storage plant is being erected in Clyde, Tex., by D. P. Hollis.

Plans are being made to electrify the plant of the Hornell Ice & Cold Storage Co., Hornell, N. Y.

The Boonville Ice & Storage Co., Boonville, Ind., has recently installed new refrigerating equipment.

A cold storage plant is being erected in Frederick, Okla., by the Southwestern Light & Power Co.

A warehouse, including cold storage, will be erected in Hickory, N. C., by the Carolina Stores, Inc.

A cold storage warehouse, to cost approximately \$1,500,000, is being planned by the Vancouver Board of Harbor Commissioners, Vancouver, B. C., Canada.

American Ice Co., through its New York and Brooklyn subsidiary, the Knickerbocker Ice Co., has purchased the manufacturing facilities and business of B. M. C. Ice Co., Glencove, Long Island, serving Glencove, Roslyn and nearby points. The business will be merged with the Knickerbocker Co.'s Long Island operations. American Ice and subsidiaries now operates a chain of 84 plants along the Atlantic Seaboard.

JUNE MEAT TRADE REVIEW.

Substantial declines in wholesale prices featured the meat trade during the month ended June 28, according to a review of the livestock and meat situation issued by the Institute of American Meat Packers.

Declines during the month in the case of beef ranged from 7 to 26 per cent, varying with the grade and weight. In the case of veal, declines ranged from 16 to 20 per cent. Good and choice grades of lambs increased in price, but medium and other grades declined. Fresh pork loins declined from 22 to 28 per cent, those of heavier weight showing the greatest decline. Other fresh pork cuts, such as shoulders, butts, and spareribs, also declined. Smoked hams, bacon, and picnics did not share in the general decline.

The demand for smoked meats was about normal for this season of the year. Prices were relatively strong during most of the month but showed some easiness at the close. Smoked hams at present are about 10 per cent lower at wholesale than they were a year ago. Bacon also is lower.

There was a fair trade in dry salt meats.

The demand for wool was fair. Prices were firm.

DANISH BACON PRODUCTION.

Developments in the Danish bacon and meat trade during May indicate that the long expected increase in bacon production is beginning to materialize, according to a U. S. Department of Commerce report. Weekly shipments for May were the highest on record for years, shipments for one single week reaching nearly 6,500 tons, and averaging 5,700 tons for the month. The May shipments have brought the 1930 bacon exports up to a total of 150,000 tons, more than 15 per cent above the relatively high level maintained during the first five months of 1929.

Bacon prices, as was to be expected, have continued to weaken during May and now stand at a lower level than has been reached for several years. English wholesale quotations during the last week of May stood at \$21.90 to \$23.85 per cwt. (112 pounds), as compared with \$24.34 to \$27.26 per cwt. a year ago.

LIVESTOCK AND MEAT BOARD.

(Continued from page 26.)

Various reports were presented by directors and members of the Board's staff. The report of its general manager, R. C. Pollock, touched upon all phases of its work and presented a vivid picture of what is going on to further the interests of the livestock and meat industry.

At its closing session on Friday the Board re-elected its present officers. These are: Charles D. Carey, Cheyenne, Wyo., representing the American National Live Stock Association, chairman; Thomas E. Wilson, Chicago, representing the Institute of American Meat Packers, vice-chairman; Everett C. Brown, Chicago, representing the National Live Stock Exchange, treasurer, and R. C. Pollock of Chicago, secretary-general manager.

Meat Production and Consumption Statistics

Meat and livestock production and consumption for March, 1930, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

	CATTLE, CALVES, BEEF, AND VEAL			Total or average, January-March.		
	3-year average. ¹	March.	1930.	3-year average. ¹	1929.	1930.
Inspected slaughter:						
Cattle, number	686,008	631,778	615,355	2,075,426	1,936,085	1,889,359
Calves, number	424,198	408,796	387,994	1,161,063	1,088,987	1,091,174
Carcasses condemned:						
Cattle, number	5,360	4,367	4,327	15,829	12,844	13,803
Calves, number	1,205	1,022	1,331	3,144	2,782	3,069
Average live weight:						
Cattle, lbs.	990.31	989.88	960.12	990.37	970.00	969.03
Calves, lbs.	155.13	156.19	157.39	163.87	164.02	165.16
Average dressed weight:						
Cattle, lbs.	524.67	533.93	527.05	519.55	528.96	528.13
Calves, lbs.	91.31	90.61	92.38	95.94	95.70	95.79
Total dressed wt. (carcass, not incl. condemned):						
Beef, M. lbs.	356,899	334,994	322,409	1,060,017	1,016,788	989,066
Veal, M. lbs.	38,589	36,948	35,720	110,598	106,086	104,215
Storage:						
Beginning of month—						
Fresh beef, M. lbs.	57,387	67,496	69,800	62,973	72,218	73,241
Cured beef, M. lbs.	22,793	21,285	25,798	23,490	21,673	26,200
End of month—						
Fresh beef, M. lbs.	49,745	60,146	64,146	56,846	66,756	68,879
Cured beef, M. lbs.	22,263	20,597	24,597	22,871	21,367	25,574
Exports ² M. lbs.:—						
Fresh beef and veal....	223	295	367	725	966	7893
Cured beef	1,105	1,028	904	2,879	2,577	2,299
Canned beef	277	306	229	713	688	758
Oleo oil and stearin ³	7,463	7,824	5,893	19,426	17,487	16,017
Tallow	250	185	400	912	542	786
Imports, M. lbs.:—						
Fresh beef and veal....	1,429	1,492	1,300	4,732	5,460	2,961
Beef, veal, pkld., cured	(⁴)	54	54	(⁵)	75	355
Beef, canned	6,558	10,617	6,245	12,215	20,169	11,517
Rpts., cattle, calves ⁶ , M.	1,551	1,445	1,547	4,718	4,272	4,512
Price per 100 lbs.:—						
Cattle, av. cost for slgt.	9.82	10.80	10.08	9.48	10.37	9.99
Calves, av. cost for slgt.	12.14	13.73	11.28	12.02	13.42	11.81
At Chicago—						
Cattle, good steers....	12.74	13.32	13.58	13.07	13.56	13.85
Veal calves	12.87	14.29	10.55	13.19	14.29	11.77
At eastern markets—						
Beef carcasses, good..	19.02	19.93	19.98	18.86	19.73	20.14
Veal carcasses, good..	21.59	23.75	20.92	22.03	24.00	22.48
HOGS, PORK, AND PORK PRODUCTS.						
Inspected slaughter, No. ...	4,207,444	3,645,301	3,392,302	14,001,532	13,860,671	12,427,811
Carcasses condemned, No. ...	13,024	10,753	10,042	41,027	36,901	33,790
Average live weight, lbs. ...	231.52	229.77	230.25	229.20	227.59	230.18
Average dressed weight, lbs. ...	176.82	174.95	174.43	174.90	172.52	174.98
Tot. dressed wgt. (carcass, not incl. condemned)....	740,459	635,791	589,968	2,436,920	2,379,947	2,109,334
Lard per 100 lbs. live weight, lbs.	16.06	16.06	15.94	15.91	16.28	15.78
Storage:						
Beginning of month—						
Fresh pork, M. lbs.	244,323	291,050	217,942	183,234	229,553	180,572
Cured pork, M. lbs.	589,788	633,692	567,622	511,382	588,134	517,314
Lard, M. lbs.	124,016	173,964	111,914	95,136	138,202	95,394
End of month—						
Fresh pork, M. lbs.	268,963	289,754	206,417	233,432	275,534	201,018
Cured pork, M. lbs.	617,085	632,207	546,570	517,398	626,127	540,871
Lard, M. lbs.	145,334	179,428	106,067	122,462	164,606	108,051
Exports, M. lbs.:—						
Fresh pork	1,274	1,252	1,559	3,363	3,799	7,098
Cured pork	26,084	27,468	27,949	74,542	79,799	78,826
Canned pork	892	810	1,364	2,158	2,228	4,655
Sausage	676	685	383	1,890	1,631	1,181
Lard	70,352	72,745	67,625	213,142	232,903	210,389
Imports, M. lbs.:—						
Fresh pork	1,190	530	60	2,762	983	398
Pork, pickled and salted	(⁵)	342	142	(⁵)	738	445
Prepared or preserved						
hams, shldrs., bacon.	(⁵)	206	179	(⁵)	655	440
Receipts of hogs ⁷ , M.	3,924	3,378	3,294	12,962	12,361	11,795
Price per 100 lbs.:—						
Av. cost for slaughter..	10.20	11.22	10.17	9.94	10.96	10.98
At Chicago—						
Live hogs, med. wgt.	10.42	11.54	10.42	10.14	10.37	10.36
At eastern markets—						
Fresh pk. loins, 10/15	20.23	23.78	22.90	18.76	19.20	21.07
Shoulders, skinned ...	18.26	18.55	17.76	15.82	16.55	17.04
Picnics, 6 to 8 lbs.	14.82	16.61	16.06	14.50	15.17	15.45
Butts, Boston style....	19.48	22.13	21.24	18.99	19.72	20.29
Bacon, breakfast No. 1,						
s. p. c., 8 to 10 lbs.	23.44	22.48	23.28	23.44	21.23	22.92
Hams, smoked, No. 2,						
12 to 14 lbs.	23.14	23.92	23.40	23.16	22.91	22.90
Lard, hardwood tubs.	13.18	13.58	11.68	13.27	13.32	11.74
SHEEP, LAMB, AND MUTTON.						
Inspected slaughter, No. ...	1,016,301	1,008,506	1,357,992	3,157,201	3,109,542	3,770,412
Carcasses condemned, No. ...	1,033	954	1,278	3,771	4,071	4,979
Average live weight, lbs. ...	88.08	88.28	89.87	87.38	87.14	89.32
Av. dressed weight, lbs. ...	40.90	40.67	41.64	40.63	40.22	41.51
Tot. dressed wgt. (carcass, not incl. condemned)....	41,520	40,888	56,404	128,063	124,797	156,347
Stor., fresh lamb, mutton						
Begin. of month, M. lbs. ...	3,782	3,252	5,408	4,310	4,295	5,131
End of month, M. lbs. ...	3,100	3,100	5,174	3,723	3,457	5,083
Exports, fresh ² , M. lbs.	43	47	67	164	164	331
Imports, fresh, M. lbs.	214	346	96	603	1,230	142
Receipts of sheep ⁸ , M.	1,535	1,526	2,151	4,879	4,945	5,857
Price per 100 lbs.:—						
Average cost for slgt.	15.07	15.94	9.65	14.14	15.45	10.73
At Chicago—						
Lambs, 84 lbs. down..	16.06	16.90	10.57	14.98	16.67	11.78
Sheep, med. to choice	9.36	9.72	5.59	8.57	9.27	5.87
At eastern markets—						
Lamb carcasses, good.	27.97	29.28	21.78	26.35	29.07	23.64
Mutton, good	18.03	19.99	13.67	16.27	17.66	13.68

¹ 1927, 1928, and 1929. ² Including reexports. ³ Does not include reexports for February. Correct figure not available at this date. ⁴ Beginning January, 1930, lard stearin excluded. ⁵ Not reported prior to January, 1928. ⁶ Public stock yards.



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Commission
Co.****Packing House Products**Tallow — Grease — Tankage
— Cracklings — Glue Stock
— Bones — Hog Hair
Vegetable Oils175 W. Jackson Blvd., Chicago, Ill.
Room A-735**DR. HARVEY WILEY IS DEAD.**

Dr. Harvey W. Wiley, former chief chemist of the U. S. Department of Agriculture, and so-called father of the federal pure food act, died at his home in Washington, D. C., on June 30, at the age of 86.

He was a soil chemist in the Department of Agriculture when he was made bureau chief in 1883. He came into public notoriety at the time of the pure food agitation, when reputable food manufacturers were made the victims of a demagogic campaign based on an entirely legitimate effort to regulate unprincipled food adulterators.

Dr. Wiley had a flair for publicity, and he never failed the newspaper men when they were in need of a story. It was the heyday of the muck-raker and the yellow writer, and many of them did not hesitate to take advantage of

the good doctor. In 1912 Dr. Wiley was permitted to resign as bureau chief, and thereafter devoted himself to lecturing and magazine writing, in both of which he prospered.

Though its bitter foe while in government service, Dr. Wiley later became a warm friend of oleomargarine, and was a favorite visitor at the annual meetings of that industry. One of his most spectacular stunts while bureau chief was his so-called "poison squad," one of the results of which was to secure acceptance of an asseveration about mild preservatives as a scientific fact.

EDMONDSON LEAVES WOLFF CO.

Resignation of J. H. Edmondson as president and general manager of the Chas. Wolff Packing Co., Topeka, Kas.,

has been announced. Mr. Edmondson has been an executive at Topeka for seven years, and was active in civic affairs, having been president of the Topeka Chamber of Commerce and interested in other institutions. His future plans have not been announced.

He is succeeded by W. H. Jamison of F. Schenck Sons Co., Wheeling, W. Va., another subsidiary of the Hygrade Food Products Co. Mr. Jamison has been with the Hygrade group for more than 16 years.

CONTINENTAL CAN ENLARGES.

The Continental Can Company will erect a factory adjoining the main plant of the Campbell Soup Company at Camden, N. J., to supply all Campbell requirements. The plant will employ between 500 and 600 persons.

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On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Chicago Section

Harry P. Doyle of Kingan & Co., Indianapolis, Ind., was in town the latter part of last week.

Thomas Casey, superintendent of Major Bros. Packing Co., Mishawaka, Ind., was in Chicago during the week.

W. T. Bresnahan, of John W. Hall, Chicago, tallow and grease brokers, is enjoying a short vacation at his home town, Warrensburg, Mo.

Packers' purchases of livestock at Chicago for the first three days of this week totaled 18,033 cattle, 3,297 calves, 34,724 hogs and 24,905 sheep.

W. A. McDonald, vice-president and general manager of McDonald Packing Co., Lubbock, Tex., and Mrs. McDonald were in town for a few days last week.

F. W. Schmidt of the Davidson Commission Co., Chicago, has left on his annual pilgrimage to Birchwood, Wis., where the fish have never yet failed to meet him. He has taken a large array of fishing tackle to encourage them.

Provision shipments from Chicago for the week ended June 28, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1929.
Cured meats, lbs.	12,899,000	15,901,000	25,563,000
Fresh meats, lbs.	47,757,000	43,494,000	33,287,000
Lard, lbs.	7,883,000	6,169,000	5,263,000

F. A. Sewrey, manager of the crude oil department, Sterne & Son Co., Chicago, is recovering from an illness which has kept him in the hospital for nearly a month. It is expected that he will be back at his desk within the next two weeks.

MARLAND IN CASINGS FIELD.

Ben Marland, who has devoted over a quarter of a century to the sausage casing industry, has founded his own company, Marland Casing Co., with offices at 4018-22 S. Emerald ave., Chicago. His apprenticeship was served with S. Oppenheimer and Co., and later when the Oppenheimer Casing Co. was organized he became one of its executives. During his years of service he is known to have made individual contributions to the practical and scientific developments of the industry.

Marland Casing Co. also announces that Leo Zimmermann, well-known in the industry, has become affiliated with it. His experience includes not only casings, but also sausage manufacturing in all its phases.

A. C. SINCLAIR WITH KINGAN.

Archer C. Sinclair has been elected vice president of Kingan & Co. of Indianapolis, and will go to Indianapolis about July 15 to assume his duties as head of the branch house department of the company. His resignation from T. M. Sinclair & Co., Cedar Rapids, Iowa, was recently announced, when H. A. Palmer was elected to succeed him.

DISTRIBUTOR BECOMES PACKER.

Plans are now under way for acquisition of large interests in the Van Camp Packing Company by the Jewel Tea Company. The latter, under its present set-up, is a distributor of food through house-to-house selling by wagons. The Van Camp Company are packers, canners and distributors of food products.

Reorganization plans now under way will place M. H. Karker, president of Jewel Tea Company, as the principal executive officer. Van Camp Foods, Inc., is to be the newly-organized company. This company will acquire all assets of Van Camp, and will receive \$2,500,000 in cash to be raised through issuance of 6 per cent participating cumulative convertible preferred stock of an authorized issue of \$3,000,000.

Jewel Tea is to acquire \$1,250,000 of the preferred stock and the remaining \$1,250,000 is to be underwritten by Lehman Brothers and Hitt, Farwell & Co., and offered to depositors of the various classes of Van Camp stock.

HYGRADE ADDS FOOD CANNERS.

The Begley Food Products, Chicago, Ill., has been taken over by the Hygrade Food Products Co., Inc. The new division of the Hygrade Company will be under the management of M. M. Pivitz, former manager of Begley's. The company packs a complete line of quality foods in tin and glass.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 2, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on June 25, or nearest previous date:

	Week ended July 2.	High.	Low.	Close, June 25.
Amer. H. & L.	500	4	3 1/2	4 1/2
Do. Pfd.	1,600	20	20	21 1/2
Amer. Stores.	200	43	43	43
Armour A.	5,250	5 1/4	5	4 3/4
Do. B.	4,950	2 1/4	2 1/4	2 3/4
Do. Pfd.	550	59 3/4	59 3/4	60
Do. Del. Pfd.	1,000	77	77	76
Beechnut Pack.	700	49 1/2	49 1/2	50 1/4
Brennan Pack.A.	200	56	56	56
Do. B.	300	19	19	19
Chick C. Oil.	1,600	20	20	20 1/4
Childs Co.	2,500	53 1/2	52	51 1/2
Cudahy Pack.	2,000	39 1/2	39 1/2	38 1/4
First Nat. Strs.	7,200	52 1/2	51	49 1/2
Gen. Foods	41,000	55	54	52 1/2
Gobel Co.	2,700	9 1/4	9	8 3/4
G.T.A. & P. 1st Pfd.	100	118	117	117 1/2
Do. new	140	200	200	180 1/4
Hormel, G. A.	200	27	27	26 1/2
Hygrade Food.	620	10 1/2	10 1/2	10
Kroger G. & B.	29,000	26 1/2	25 1/2	22 1/2
Libby McNeill.	600	13 1/2	13 1/2	13 1/4
McMarr Strs.	100	16 1/2	16 1/2	16 1/4
Morrell & Co.	100	52	52	52
Nat. Leather.	350	1 1/2	1 1/2	1 1/2
Nat. Tea	1,100	26	25 1/2	26
Proc. & Gamb.	8,500	72	70 1/4	69
Safeway Strs.	7,200	81 1/2	79	80 3/4
Do. 6% Pfd.	160	97 1/2	97 1/2	98
Strauss Roth Strs	700	14	13 1/2	14
Swift & Co. new	4,300	28	28 1/2	28 1/2
Do. Intl.	5,200	34 1/2	34	31 1/2
Trinx Pork	400	21	21	21
Wesson Oil	1,000	25 1/2	24 1/2	25 1/2
Do. Pfd.	400	55	55	56
Wilson & Co.	1,800	4	3 1/2	3 1/4
Do. A.	800	10 1/2	10 1/2	10 1/4
Do. Pfd.	300	45 1/2	45 1/2	42 1/2

FINANCIAL NOTES.

Cudahy Packing Co. has declared the regular quarterly dividend of \$1.00 on its common stock, payable July 15, 1930, to stockholders of record July 3.

Compania Swift Internacional has declared a semi-annual dividend of \$1.25 per share on company stock, which will be paid August 15, 1930, to stockholders of record on July 15.

The Loudon Packing Company reports for the sixteen months ended April 30 a net profit of \$380,316 after interest, depreciation and federal taxes. This is equivalent to earnings of \$5.07 a share on the outstanding capital stock. The change in the ending of the fiscal year of the company from Dec. 31 to April 30 led to the making of the sixteen-month report.

NOTES OF "NEW COMPETITION."

General Foods Corporation has elected to its board of directors Elisha Walker, chairman of the board of Transamerica Corp. and the Bancamerica-Blair Corp., Robert Lehman of Lehman Bros., and Sidney J. Weinberg of Goldman, Sachs & Co. The resignation of Waddill Catchings and of Earle P. Charlton have been accepted by the board. The Bancamerica-Blair Corp. recently purchased at a private sale a block of 400,000 shares of General Foods common stock.

Jewel Tea Co. reports for the four weeks ended June 14 sales of \$1,136,040 as compared with \$1,249,699 in the 1929 period, a decrease of 9.09 per cent. The average number of sales routes in the 1930 period was 1,242 and in 1929 was 1,185. Sales for the first twenty-four weeks of the year were \$7,341,980 as compared with \$7,618,130 in the corresponding period last year, decrease of 3.62 per cent. For the twenty-four weeks this year, the average number of sales routes was 1,229 and in 1929 was 1,164.

PACKERS' TRADE PRACTICES.

(Continued from page 22.)

ence, which was read by Dr. Mohler, self-regulation merely begins by the adoption of the code and voluntary compliance with its requirements must persist through all the business practices of the trade.

"Thereafter," continues Mr. Woods, "the Executive Committee of the Institute of American Meat Packers approved a 'Plan for Aiding Observance of Code of Trade Practices of the American Meat Packing Industry.' It was distinctly stated that the plan did not—indeed, it could not—abridge in any way the right of anyone to make a complaint at any time to the Department of Agriculture. In fact, the Institute also reserved the same right at every stage of the intra-industry procedure suggested.

"Members and non-members have availed themselves of the plan. The intent of the industry to make the code effective has facilitated 'self-regulation' and 'voluntary compliance with its requirements.'"

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Wednesday,
July 2, 1930.

Regular Hams.	
6-10	Green.
10-12	15
12-14	17%
14-16	17%
16-18	16%ax
18-20	16%ax
20-22	17%
22-24	16%ax

S. B. Boiling Hams.

H. Run.	
16-18	18%
18-20	18%
20-22	18%

Skinned Hams.

Green.	
10-12	10%
12-14	10%
14-16	10%
16-18	18%
18-20	18%
20-22	17%
22-24	16%
24-26	15%
26-28	14%
30-35	14%

Picnics.

Green.	
4-6	13%
6-8	12%
8-10	12%
10-12	12%
12-14	12%

Bellies.

Green.	
6-8	10%
8-10	18%
10-12	17%
12-14	16%
14-16	16%
16-18	16%

D. S. Bellies.

Clear.	
14-16	15
16-18	14%
18-20	14%
20-22	14%
22-24	14%
24-26	14%
26-28	14%
30-35	14%

D. S. Fat Backs.

8-10	8%
10-12	8%
12-14	9%
14-16	9%
16-18	9%
18-20	10%
20-25	11

D. S. Rough Ribs.

45-50	
55-60	
65-70	
75-80	

Other D. S. Meats.

Extra short clears	35-45
Extra short ribs	35-45
Regular plates	6-8
Clear plates	4-6
Jowl butts	8

FUTURE PRICES.

SATURDAY, JUNE 28, 1930.

Open.	High.	Low.	Close.
LARD—			
July	0.42½	....	0.42½
Sept.	0.57½	....	0.57½
Oct.	....	....	0.60
Dec.	....	....	0.57½n

CLEAR BELLIES—

June	....	....	14.00b
July	13.35	13.87½	13.35
Sept.	12.40	12.87½	12.40
Dec.	....	....	12.60ax

MONDAY, JUNE 30, 1930.

Open.	High.	Low.	Close.
LARD—			
July	0.45	0.45—	0.45
Sept.	0.60	0.62½	0.60
Oct.	....	....	0.60-02½
Dec.	0.37½	0.37½	0.32½

CLEAR BELLIES—

July	....	....	13.75ax
Sept.	....	....	12.60b

TUESDAY, JULY 1, 1930.

Open.	High.	Low.	Close.
LARD—			
July	0.42½	0.45—	0.42½b
Sept.	0.55	0.60	0.55b
Oct.	....	....	0.55b
Dec.	0.30	....	0.30

CLEAR BELLIES—

July	....	....	13.87½b
Sept.	....	....	12.70b

WEDNESDAY, JULY 2, 1930.

Open.	High.	Low.	Close.
LARD—			
July	0.45	....	0.45ax
Sept.	0.60	0.65	0.55ax
Oct.	....	....	0.60ax
Dec.	0.30	0.30	0.15

CLEAR BELLIES—

July	....	....	13.87½n
Sept.	....	....	12.70n

THURSDAY, JULY 3, 1930.

Open.	High.	Low.	Close.
LARD—			
July	0.42½	....	0.42½b
Sept.	0.57½	0.57½	0.52½
Oct.	0.35	....	0.35
Dec.	0.20	0.20	0.10

CLEAR BELLIES—

July	....	....	13.92½b
Sept.	....	....	12.70b

FRIDAY, JULY 4, 1930.—Holiday.

Key: ax, asked; b, bid; n, nominal; — split.

TRADE GLEANINGS

A municipal abattoir to cost about \$62,000 will be built in Austin, Tex.

Sale of the Los Angeles Cotton Oil Co., Los Angeles, Calif., to Clayton Anderson & Co., has been announced.

Seed and hull houses of the Farmers and Ginners Cotton Oil Co., Austin, Tex., suffered considerable damage by wind recently.

Application for a permit to erect a slaughtering plant and factory for canning horse meat has been made by W. G. Ballard, Vancouver, B. C., Canada.

Supreme Packing Co., Chicago, Ill., has been incorporated with a capital stock of 1,000 shares of no-par value. The company will deal in meat and meat products. The incorporators are Harold B. Loch, Samuel Siegel and Samuel Chapman.

A \$25,000 enlargement program, which will give the Iowa Packing Co., Des Moines, Ia., large additional stockyard facilities, is about completed. The increased pen room was necessitated by the growing truck receipts of livestock. A year ago truck receipts at this plant were from 40 to 45 per cent of the total. At the present time they are from 70 to 75 per cent.

CHICAGO RETAIL MEATS

Beef.

Week ended

July 2, 1930. Cor. wk., 1929.

No.	No.	No.	No.	No.	No.
1.	2.	3.	1.	2.	3.
Rib roast, hvy. cnd.	30	27	16	35	30
Rib roast, lt. end.	40	30	20	45	35
Chuck roast	25	22	16	32	27
Steaks, round	40	35	20	45	40
Steaks, sirloin cut	40	35	20	50	40
Steaks, porterhouse	50	40	22	60	45
Steaks, flank	25	24	16	28	25
Beef stew, chuck	24	20	14	27	22
Corned briskets, boneless	32	28	18	28	24
Corned plates	20	18	10	20	18
Corned rumps, boneless	22	18	25	22	18

Lamb.

Good.	Com.	Good.	Com.
Hindquarters	30	22	35
Legs	28	22	34
Steaks	15	15	22
Chops, shoulder	25	20	25
Chops, rib and loin	25	50	25

Mutton.

Legs	24	..	26	..
Stew	14	..	14	..
Shoulders	16	..	16	..
Chops, rib and loin	35	..	35	..

Pork.

Loin, 8@10 av.	22	@24	28	@30
Loin, 10@12 av.	22	@24	27	@28
Loin, 12@14 av.	22	@24	24	@26
Loin, 14 and over	18	@20	20	@22
Chops	25	@28	20	@22
Shoulders	16	@18	20	@22
Butts	22	@24	24	@26
Spareribs	14	@16	16	@17
Hocks	12	@12	12	@12
Leaf lard, raw	12	@12	12	@14

Veal.

Hindquarters	24	@28	30	@35
Forequarters	14	@16	20	@24
Legs	24	@28	32	@35
Breasts	16	@22	16	@22
Shoulders	20	@22	20	@22
Cutlets	20	@22	20	@22
Rib and loin chops	35	@35	35	@40

Butchers' Offal.

Suet	@4	@4	@4
Shop fat	@2½	@2½	@2½
Bone, per 100 lbs.	@50	@50	@50
Calf skins	@16	@16	@16
Kips	@14	@14	@14
Deacons	@12	@12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, l. c. l. Chicago	10%	
Salt peter, 25 bbl. lots, f.o.b. N. Y.		
Dbl. refined granulated	6%	0
Small crystals	7%	
Medium crystals	8%	
Large crystals	8%	
Dbl. rfd. gran. nitrate of soda	3%	3%
Less than 25 more.		
Boric acid, carloads, powdered, in bbls.	8%	8%
Crystals to powdered, in bbls., in 5 ton lots or more	9%	9%
In bbls. in less than 5-ton lots	8%	8%
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or pow., bbls.	5	4%
Salt—		
Granulated, carlots, per ton, f.o.b. Chicago, bulk		\$6.60
Medium, carlots, per ton, f.o.b. Chicago		
Rock, carlots, per ton, f.o.b. Chicago		8.60
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		@3.27
Second sugar, 90 basis		None
Syrup testing 63 and 65 combined sucrose and invert, New York		@.38
Standard gran. f.o.b. refiners (2%)		@4.70
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.20
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@4.10

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	18	21
Cinnamon	12	16
Cloves	30	30
Coriander	4½	16
Ginger	16	16
Mace	80	86
Nutmeg	24½	28½
Pepper, black	27	27
Pepper, Cayenne	27	27
Pepper, red	27	27
Pepper, white	20	20

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2402 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

No.	Week ended July 1, 1930.	Cor. week, 1929.
16	Prime native steers.....20 @ 22	24 @ 25½
16	Good native steers.....17 @ 19	23½ @ 24
25	Medium steers.....15 @ 16	22½ @ 23½
25	Helfers, good.....15 @ 17	22 @ 23
28	Cows.....11 @ 13½	17 @ 19
28	Hind quarters, choice.....25 @ 27	26 @ 27
18	Fore quarters, choice.....15 @ 17	20 @ 21

Beef Cuts.

18	Steer loins, No. 1.....	@ 39	@ 38
18	Steer loins, No. 2.....	@ 36	@ 37
18	Steer short loins, No. 1.....	@ 49	@ 47
18	Steer short loins, No. 2.....	@ 44	@ 43
18	Steer loin ends (hips).....	@ 29	@ 31
18	Steer loin ends, No. 2.....	@ 29	@ 31
18	Cow loins.....	@ 24	@ 30
18	Cow short loins.....	@ 29	@ 37
18	Cow loin ends (hips).....	@ 19	@ 23
18	Steer ribs, No. 1.....	@ 24	@ 30
18	Steer ribs, No. 2.....	@ 23	@ 29
18	Cow ribs, No. 1.....	@ 16	@ 24
18	Cow ribs, No. 2.....	@ 12½	@ 18
18	Cow ribs, No. 3.....	@ 20½	@ 25
18	Steer rounds, No. 1.....	@ 20	@ 24½
18	Steer rounds, No. 2.....	@ 13	@ 20½
18	Steer chucks, No. 1.....	@ 13	@ 20
18	Steer chucks, No. 2.....	@ 18	@ 21½
18	Cow rounds.....	@ 11	@ 15
18	Cow chucks.....	@ 11½	@ 15½
18	Steer plates.....	@ 9	@ 13½
18	Briskets, No. 1.....	@ 7½	@ 11
18	Steer navel ends.....	@ 7	@ 11½
18	Cow navel ends.....	@ 9½	@ 11½
18	Fore shanks.....	@ 8	@ 10
18	Hind shanks.....	@ 6	@ 8
18	Strip loins, No. 1, boneless.....	@ 26	@ 30
18	Strip loins, No. 2.....	@ 33	@ 40
18	Sirloin butts, No. 1.....	@ 24	@ 35
18	Sirloin butts, No. 2.....	@ 20	@ 30
18	Beef tenderloins, No. 1.....	@ 25	@ 30
18	Beef tenderloins, No. 2.....	@ 22	@ 27
18	Rump butts.....	@ 16	@ 21
18	Flank steaks.....	@ 11	@ 16
18	Shoulder clods.....	@ 11½	@ 16½
18	Hanging tenderloins.....	@ 14	@ 18
18	Insides, green, 6@8 lbs.....	@ 15½	@ 20
18	Insides, green, 5@6 lbs.....	@ 14	@ 18
18	Knuckles, green, 5@6 lbs.....	@ 15	@ 20

Beef Products.

18	Brains (per lb.).....	@ 10	@ 13
18	Hearts.....	@ 11	@ 14
18	Tongues, 4@5.....	@ 32	@ 37
18	Sweetbreads.....	@ 30	@ 40
18	Or-tails, per lb.....	@ 10	@ 15
18	Fresh tripe, plain.....	@ 8	@ 10
18	Fresh tripe, H. C.....	@ 10	@ 12
18	Livers.....	@ 18	@ 22
18	Kidneys, per lb.....	@ 17	@ 22

Lamb.

18	Choice lambs.....	@ 25	@ 30
18	Medium lambs.....	@ 22	@ 28
18	Choice saddles.....	@ 30	@ 35
18	Medium saddles.....	@ 20	@ 25
18	Choice fores.....	@ 16	@ 20
18	Medium fores.....	@ 13	@ 16
18	Lamb fries, per lb.....	@ 16	@ 20
18	Lamb tongues, per lb.....	@ 30	@ 35
18	Lamb kidneys, per lb.....	@ 30	@ 35

Mutton.

18	Heavy sheep.....	@ 6	@ 9
18	Light sheep.....	@ 10	@ 14
18	Heavy saddles.....	@ 7	@ 11
18	Light saddles.....	@ 12	@ 16
18	Heavy fores.....	@ 5	@ 7
18	Light fores.....	@ 8	@ 11
18	Mutton legs.....	@ 15	@ 18
18	Mutton loins.....	@ 13	@ 16
18	Mutton stew.....	@ 6	@ 10
18	Sheep tongues, per lb.....	@ 16	@ 20
18	Sheep heads, each.....	@ 10	@ 12

Fresh Pork, Etc.

18	Pork loins, 8@10 lbs. avg.....	@ 21	@ 26
18	Picnic shoulders.....	@ 16	@ 20
18	Skinned shoulders.....	@ 16½	@ 20½
18	Tenderloins.....	@ 20	@ 25
18	Spare ribs.....	@ 12	@ 16
18	Back fat.....	@ 13	@ 17
18	Boston butts.....	@ 19½	@ 22
18	Boneless butts, cellar trim.....	@ 25	@ 30
18	Hocks.....	@ 11	@ 13
18	Tails.....	@ 14	@ 17
18	Neck bones.....	@ 5	@ 7
18	Slop bones.....	@ 14	@ 17
18	Blade bones.....	@ 6	@ 8
18	Pigs' feet.....	@ 8	@ 10
18	Kidneys, per lb.....	@ 11	@ 14
18	Livers.....	@ 8	@ 10
18	Brains.....	@ 14	@ 17
18	Ears.....	@ 7	@ 9
18	Stomachs.....	@ 7	@ 9
18	Heads.....	@ 9	@ 11

Veal.

18	Choice carcasses.....	@ 17	@ 21
18	Good carcasses.....	@ 16	@ 20
18	Good saddles.....	@ 22	@ 26
18	Good backs.....	@ 14	@ 17
18	Medium backs.....	@ 7	@ 9

Veal Products.

Brains, each.....	@ 12	@ 15
Sweetbreads.....	@ 65	@ 75
Calf livers.....	@ 55	@ 60

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@ 26
Country style sausage, fresh in link.....	@ 18
Country style sausage, fresh in bulk.....	@ 21
Country style sausage, smoked.....	@ 21½
Frankfurts in sheep casings.....	@ 20½
Frankfurts in hog casings.....	@ 17½
Bologna in beef bungs, choice.....	@ 13
Bologna in cloth, paraffined, choice.....	@ 18
Bologna in beef bungs, choice.....	@ 23½
Liver sausage in hog bungs.....	@ 13
Smoked liver sausage in hog bungs.....	@ 26
Liver sausage in beef rounds.....	@ 23
Head cheese.....	@ 17
New England luncheon specialty.....	@ 16
Mixed luncheon specialty.....	@ 13
Tongue sausage.....	@ 23
Blood sausage.....	@ 17
Polish sausage.....	@ 16
Souse.....	@ 13

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 51
Thuringer Cervelat.....	@ 25
Farmer.....	@ 35
Holsteiner.....	@ 33
R. C. Salami, choice.....	@ 50
Milano Salami, choice, in hog bungs.....	@ 46
R. C. Salami, new condition.....	@ 28
Frisses, choice, in hog middles.....	@ 43
Genoa style Salami.....	@ 56
Pepperoni.....	@ 41
Mortadella, new condition.....	@ 25
Capicola.....	@ 55
Italian style hams.....	@ 41
Virginia hams.....	@ 54

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	@ 50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.75
Large tins, 1 to crate.....	8.75
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate.....	7.25
Large tins, 1 to crate.....	8.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	6.75
Large tins, 1 to crate.....	7.75

SAUSAGE MATERIALS.

Regular pork trimmings.....	7 @ 7½
Special lean pork trimmings.....	17½ @ 18½
Extra lean pork trimmings.....	8½ @ 9
Neck bone trimmings.....	9½ @ 10
Pork cheek meat.....	@ 7
Pork hearts.....	@ 12
Native boneless bull meat (heavy).....	@ 11½
Boneless chucks.....	@ 9½
Shank meat.....	@ 8½
Beef trimmings.....	@ 7
Beef hearts.....	@ 7
Beef cheeks (trimmed).....	@ 7½
Dressed canners, 350 lbs. and up.....	@ 7½
Dressed cutter cow 450 lbs. and up.....	@ 8½
Dr. bologna bulls, 600 lbs. and up.....	@ 9½
Extra tripe.....	@ 3½
Pork tongues, canner trimmed S. P.....	@ 17½

SAUSAGE CASINGS.

(F. O. B. CHICAGO)
(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 180 pack.....	23
Domestic rounds, 140 pack.....	35
Export rounds, wide.....	50
Export rounds, medium.....	29
Export rounds, narrow.....	42
No. 1 weasands.....	14
No. 2 weasands.....	07
No. 1 bungs.....	29
No. 2 bungs.....	20
Middles, regular.....	75
Middles, selected wide.....	235
Dried bladders:	
12-15 in. wide, flat.....	2.00
10-12 in. wide, flat.....	1.65
8-10 in. wide, flat.....	1.25
6-8 in. wide, flat.....	.85
Hog casings:	
Narrow, per 100 yds.....	2.75
Narrow, special, per 100 yds.....	2.25
Medium, regular, per 100 yds.....	1.15
Wide, per 100 yds.....	.95
Extra wide, per 100 yds.....	.85
Export bungs.....	.30
Large prime bungs.....	.20
Medium prime bungs.....	.10
Small prime bungs.....	.06
Middles, per set.....	.20
Stomachs.....	.10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$13.00
Honeycomb tripe, 20-lb. bbl.....	20.00
Pocket honeycomb tripe, 200-lb. bbl.....	21.00
Pork feet, 200-lb. bbl.....	16.50
Pork tongues, 200-lb. bbl.....	77.00
Lamb tongues, long cut, 200-lb. bbl.....	55.00
Lamb tongues, short cut, 200-lb. bbl.....	65.00

DRY SALT MEATS.

Extra short cleats.....	@ 14
Extra short ribs.....	@ 14
Short clear middles, 60-lb. avg.....	@ 14½
Clear bellies, 18@20 lbs.....	@ 14½
Clear bellies, 14@16 lbs.....	@ 15
Rib bellies, 20@25 lbs.....	@ 14½
Rib bellies, 25@30 lbs.....	@ 14½
Fat backs, 10@12 lbs.....	@ 8½
Fat backs, 14@16 lbs.....	@ 9½
Regular plates.....	@ 11
Butts.....	@ 9

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@ 26
Fancy skd. hams, 14@16 lbs.....	@ 28½
Standard reg. hams, 14@16 lbs.....	@ 25
Picnics, 4@8 lbs.....	@ 21
Fancy bacon, 6@8 lbs.....	@ 32
Standard bacon, 6@8 lbs.....	@ 25
No. 1 beef ham sets, smoked—	
Insides, 5@12 lbs.....	@ 43
Outsides, 5@9 lbs.....	@ 37
Knuckles, 5@9 lbs.....	@ 38
Cooked hams, choice, skin on, fattened.....	@ 40
Cooked hams, choice, skinless, fattened.....	@ 41
Cooked picnics, skin on, fattened.....	@ 27
Cooked picnics, skinned, fattened.....	@ 28
Cooked loin roll, smoked.....	@ 48

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$ 629.00
Family back pork, 24 to 34 pieces.....	@ 31.50
Family back pork, 35 to 45 pieces.....	@ 32.00
Clear back pork, 40 to 50 pieces.....	@ 23.00
Clear plate pork, 25 to 35 pieces.....	@ 18.75
Brisket pork.....	@ 25.00
Bean pork.....	@ 21.50
Plate beef.....	@ 24.00
Extra plate beef, 200 lb. bbls.....	@ 25.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57½ @ 1.00
Ash pork barrels, black iron hoops.....	1.83 @ 67½
Ash pork barrels, galv. iron hoops.....	1.77½ @ 1.80
White oak ham tierces.....	@ 3.12½
Red oak lard tierces.....	2.37½ @ 2.40
White oak lard tierces.....	2.57½ @ 2.60

OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1-lb. cartons, rolls or	
prints, f.o.b. Chicago.....	@ 22
White animal fat margarines in 1-lb.	
cartons, rolls or prints, f.o.b. Chicago.....	@ 19½
Nut, 1-lb. cartons, f.o.b. Chicago.....	@ 17
(30 and 60-lb. solid packed tubs, 1c	
per lb. less.).....	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@ 14

ANIMAL OILS.

Prime edible lard oil.....	@ 11½
Headlight burning oil.....	@ 10½
Prime winter strained.....	@ 10
Extra winter strained.....	@ 9½
Extra lard oil.....	@ 9½
Extra No. 1.....	@ 9½
No. 1 lard.....	@ 9
No. 2 lard.....	@ 8½
Acidless tallow oil.....	@ 8½
Pure neatfoot oil.....	@ 16½
Pure tallow oil.....	@ 11½
Special neatfoot oil.....	@ 9½
Extra neatfoot oil.....	@ 9½
No. 1 neatfoot oil.....	@ 9½
No. 2 neatfoot oil.....	@ 9½
Oil weighs 7½ lbs. per gallon. Barrels contain	
about 50 gals. each. Prices are for oil in barrels.	

LARD.

Prime steam.....	@ 8.45
Prime steam, loose.....	@ 9.70
Kettle rendered, tierces.....	@ 9.87½
Refined lard, boxes, N. Y.....	@ 10.25
Leaf, raw.....	@ 8.37½
Neutral, in tierces.....	@ 10.62½
Compound, acc. to quantity.....	@ 10.25

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	@ 10½
Oleo stocks.....	9½ @ 9½
Prime No. 1 oleo oil.....	@ 9½
Prime No. 2 oleo oil.....	@ 9½
Prime No. 3 oleo oil.....	@ 8½
Prime oleo stearine, edible.....	@ 8

TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	@ 6½
Prime packers tallow.....	5½ @ 5½
No. 1 tallow, 10% f.f.a.....	4½ @ 5
No. 2 tallow, 40% f.f.a.....	5 @ 5½
A-White grease.....	@ 4½
B-White grease, max. 5% acid.....	@ 4½
Yellow grease, 10@15% f.f.a.....	4½ @ 4½
Brown grease, 40% f.f.a.....	@ 4½

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.	
Valley, points, nom. prompt.....	@ 7½
White, deodorized, in bbls, f.o.b. Chgo.....	9½ @ 9½
Yellow, deodorized, in bbls, f.o.b. Chgo.....	9½ @ 9½
Soap stock, 50% f.f.a., f.o.b.....	1½ @ 1½
Corn oil, in tanks, f.o.b. mills.....	7 @ 7½
Soya bean, f.o.b. mill.....	7½ @ 7½
Cocunut oil, sellers tanks, f.o.b. coast	5½ @ 6
Refined in bbls, c.a.f., Chicago, nom.....	9 @ 9½

Retail Section

Cut Price Meat Specials Apt to Draw Only Cut Price Customers

Do "weekly specials" or cut price leaders pay in the meat shop?

Some retailers think they do. It is a general practice, often adopted simply to meet competition or in imitation of a competitor.

Striving for a uniform business that will bring the same class of trade into his meat market on Saturday that he has during the week, W. A. Cardon, manager of the Cardon Market of Ogden, Utah, offers no Saturday or Wednesday bargains to his customers.

"Bargains in most cases spell inferiority, and when the price is cut so is the quality", said Mr. Cardon in discussing his policy. "People who are buying bargain merchandise don't expect to get the same quality they expect when they pay quality prices for it. And when meat prices are cut the quality is necessarily cut too, and the customers know it."

"I find that quality prices and quality meats eventually win over the specials every time. For example, if we offer a roast to a customer at reduced prices she will probably never come back for a second one, because that roast was not first-class or we couldn't have sold it for less!"

Don't Neglect Good Customers.

Another disadvantage of handling bargain meats, as pointed out by this meat dealer, is the fact that steady, dependable customers suffer in consequence.

"If we are rushing around trying to serve the bargain hunter with our Saturday specials, the good customer who doesn't cater to that class of meat is neglected. We bring into our store a class of trade we don't get through the week and our regular customers, who are really the backbone of the business, tend to drift away."

In a small city the size of Ogden, customers must be treated as though they were to be permanent rather than transient, according to Mr. Cardon. In his market the new customer is made to feel as much at home as the person who has been trading there for years. In other words, a personal interest is taken in each customer, and a friendly attitude adopted in the place of the impartial air found in some shops.

Exchanging trade is another business booster which Mr. Cardon has used effectively.

"We make it a practice to trade with people who trade with us. Instead of confining our buying to only one or two merchants in the town, we shop around and divide our trade among several. In this way each of the employees in the market is able to build up a personal following which increases our patronage."

"We also make it a point to buy almost entirely from the local jobbers. This keeps the money in Ogden and helps to build up the payrolls in our own town, a help to our business as well as to others."

The Cardon Market enjoys a class of trade that has money to spend for the quality meats during most any time in the year, according to the manager. "We sell them something we know will bring them back, and if they are interested enough to pay uniform prices in the first place they will continue to be interested."

Meat Pies as a Side Line.

Meat pies supplied by a local baker are carried as a side-line by this market. The product is not a big feature, but it is carried to fill the demands of

a certain few of their customers.

They sell approximately one dozen of the pies a day and make a profit of 30 cents on every dozen sold. The space devoted to their display and the time involved in handling them is so slight, according to Mr. Cardon, that this is pure profit even though small.

Advice to every employee in this market is "never force a sale".

"We frequently increase a sale when a person is hesitant about the amount wanted by asking if they are sure the amount is enough," says he. "But the tone of voice used is responsible for this. The tone of voice will sell more than an outright suggestion of additional meats."

"We would rather that a customer buy only a small slice of ham and come back, than to buy half a ham and feel oversold. We never force a sale, because we feel that the oftener a customer comes into the store the more we can eventually sell her."

PUSHING FROSTED MEATS.

(Continued from page 24.)

Dorr & Doe Co.) within the next ten days another froster supplementing the one already in operation. Each of these frosters, he said, has a capacity of 10,000 lbs. daily.

"We started out," he said, "with eighteen cuts of one grade of meat. We were told that a good market should have fifty to sixty cuts. Gradually we are building to the higher figures."

"At present we have a line of 25 or 26 cuts, and more are coming in daily. Little poultry is included, chiefly because we have not been able to get fresh-killed fowls and are unwilling to handle cold storage stock."

Shipping Problem Not Serious.

"The problem of shipping quick-frozen products, which has been talked about a good deal, we now believe will be entirely a matter of time, rather than equipment. We have already shipped goods considerable distances with no more equipment than fiber containers and ground cork packing, both in and out of refrigerator cars, and have had good success. On ordinary truck shipments requiring eight hours or so, there is no difficulty with ordinary equipment, a fact which answers the ordinary chain store's problem."

Mr. Harper advanced as some reasons for the usefulness of the quick-freezing system the absolute stopping of deterioration, the elimination of waste, the saving in freights resulting from the fact that 30,000 lbs. can be loaded on refrigerator cars in place of the 16,000 lbs. of hanging meats now carried, and the savings in space for retail stores.

Look for the Leaks!

There are many leaks in retail stores.

The trouble is that many retailers don't try to find what they are. They don't make money—but they don't know why. They say the business is not what it used to be.

Hunt the leaks, and business will be better.

The days have passed when the easy way of retailing meat was the best way.

Competition is keen here as in every other line of business. Expenses of doing business are high. The retailer has got to be on his toes all the time if he shows a profit.

Stop up the leaks and profits will take care of themselves.

Retail Shop Talk

MEATS INFLUENCE STORE SIZE.

The reason for the trend toward food stores carrying a complete line of food-stuffs, including meats, groceries, fresh fruits and vegetables, seems to be indicated clearly in the Louisville Census of Food Distribution, completed recently by the U. S. Department of Commerce.

In this survey the 1,398 grocery and delicatessen stores studied were classed in four groups, according to whether they carried both meats and fresh fruits and vegetables. The accompanying table shows the sales per store of the four classes of stores on this basis.

AVERAGE ANNUAL SALES PER STORE.

Grocery and Delicatessen stores carrying:	
Groceries, meats, fruits and vegetables.....	\$32,700
Without meats	11,080
Without fresh fruits and vegetables.....	15,916
Groceries only	11,651
All grocery stores.....	24,468

The store that carried both classes of perishables had average sales two to three times as great as the store which did not carry one or both of them.

It would appear the lack of a meat department had the most serious effect on sales, which is to be expected since meat makes up 25 to 30 per cent of sales in the stores that carry it. The effect of leaving out fresh fruits and vegetables is really more striking when it is considered that this class of merchandise provides only 7 to 10 per cent of the sales in the stores that carry it.

On the other hand, the establishment that sells fresh fruit and vegetables

only, one of the classes grouped with specialty food outlets, has average sales of only \$4,390, and hucksters, who deal mainly in fresh fruits and vegetables, average \$2,763.

The average sales of a specialty meat shop are \$27,366, a figure somewhat comparable with that for the complete grocery, but the fish store drops to an average of \$15,356.

Without exception, grocery stores carry some bakery and dairy products. In milk and butter, the grocery store is competing with the large retail dairy having average sales per establishment of \$55,957. In bakery products, the establishment that sells direct to the consumer is of the smaller class, with average sales of \$17,237.

Other means of comparison between types of stores lie in the size group. Of the 17 classes of outlets for foods and related products, there are seven types in which more than 50 per cent of the stores sell less than \$5,000 worth of food and related products annually. These are candy and confectionery stores, fruits and vegetables, hucksters, ice, ice cream and soft drinks and pool rooms.

The most favorable showing, in stores with sales below \$5,000, was in meat stores with 15.7 per cent, and grocery stores with 19.8 per cent of sales. Grocery stores show an average over meat shops in the larger classes, 13.2 per cent of the grocery stores having sales of over \$5,000 annually, compared with 11 per cent of the meat shops.

NEWS OF THE RETAILERS.

Bob Herndon is about to open a meat market in the Jones Sanitary Grocery, Hugo, Okla.

The City Meat Market, Brooksville, O., has been purchased by Cliff Ernst.

F. R. Maxim has engaged in the meat and grocery business at New Troy, Mich.

Dallas Sullivan has engaged in the meat business at 12232 Grand River ave., Detroit, Mich.

Frank Faeber, New Castle, Ind., has purchased the meat market of Comp-ton & Nicholson.

G. H. Tomlin, Madison, Ind., has leased the meat market of the late Champ Kahn.

John F. Woeck and Harold J. Butchar have engaged in business at Bend, Ore., under name of the Columbia Meat Market.

T. W. Larson has engaged in the wholesale and retail meat business at Madras, Ore.

Walter Fowell has purchased the meat market at 3829 Sixth ave., Tacoma, Wash., from F. P. Green.

Otto Wellman has sold his interest in the Mt. Angel Meat Market, Mt. Angel, Ore., to Raymond Ebner and W. J. Kloft, who leased the shop to Rudolph Ebner.

H. J. Hansen has purchased the Burns Meat Market, Burns, Ore., from F. L. Davis.

The Broadway Market, Inc., Eugene, Ore., has engaged in the meat business on corner of Broadway and Oak sts.

Harry Krasne recently opened a meat market and grocery at 511 So. 21st st., Council Bluffs, Ia.

F. J. Klumpar, Independence, Ia., has sold his meat market to J. E. Berry.

Roy Thompson has purchased an interest in the Burrows meat market, Maquoketa, Ia. It will be known as the Burrows and Thompson Market.

The Davidson grocery and meat market opened recently at 2108 Lincoln Way East, South Bend, Ind.

Tony Scheinost, Verdigrée, Neb., has sold his meat market to Ben Roubicek.

Walter Sheldon will open a meat market at Napoleon, N. Dak.

W. V. Betlach has purchased the H. Amacher meat market at Amherst, Wis.

L. J. Rimling sold the Palace Meat Market, Marshfield, Wis., to Mike Miedaner and Nate Koller.

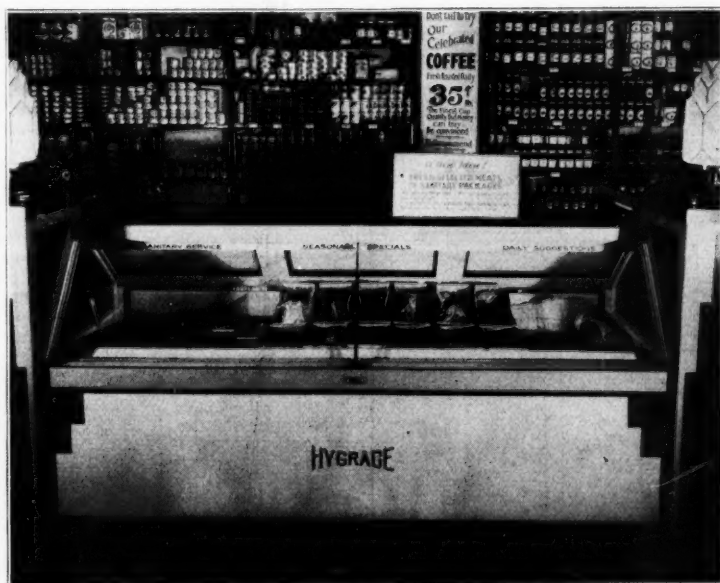
Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

FRANKFURTER IN BACON.

There are many attractive and palatable ways of cooking frankfurts in the home. Here is a recipe many women will appreciate having. Paste it in a conspicuous place in your store.

Wrap thin slices of bacon around frankfurts and skewer with a toothpick. Broil under the broiler flame until the bacon is nicely brown and the frankfurters are heated through.



MERCHANDISING FRESH-CUT MEATS IN FOOD STORES.

One example of the "new competition" for the old-line meat retailers. These meats are cut fresh, packaged and sold in special freezer counters.

New York Section

AMONG RETAIL MEAT DEALERS.

The Eastern District Branch of the New York State Association of Retail Meat Dealers held an interesting meeting at Schwaben Hall, Brooklyn, on Tuesday evening, June 24. In addition to the usual routine, there was a display of a very effective electric sign, the features of which were explained. The cube steak machine was again displayed and favorable reports were given by members of the branch who had already installed this device.

The Association plans to have an outing sometime during the month of July, and in order to complete arrangements a committee was appointed, including Alfred L. Haas, Theodore C. Meyer and Frederick C. Riester. During the months of July and August there will be but one meeting a month and that will be held on the second Tuesday and in July will fall on the eighth.

The Bronx Branch had a well attended meeting on Wednesday of last week when two new members, Charles Fass and Joseph Rossman, were enrolled. Fred Hirsch and Sam Bleicher were awarded prizes for securing the most new members during the preceding six months. Special committees were appointed, and the Bronx Branch is looking for a dealer in fats who is interested in securing about forty new stocks. The next meeting will be on July 23.

The last meeting of the season, held by the Brooklyn Branch on Thursday, was given over mostly to reports of committees. A special Sunday closing committee was appointed for active duty during the summer months. It will cooperate with the committees of the other Greater New York Branches

now functioning. Flagrant violations of the Sabbath closing laws were cited by members in various sections where fresh meats are being sold on Sundays.

Ye Olde New York Branch will hold an open educational meeting on Tuesday evening, July 15, and a large attendance is expected as there will be several well-known speakers who will talk on subjects of vital interest to retailers.

The many friends of Mrs. Kalman Papp of Mount Vernon, a member of the Ladies Auxiliary, will be glad to learn that she is recuperating at her home after a serious operation at the Mount Vernon hospital.

NEW YORK NEWS NOTES.

H. G. Rosenberger, purchasing agent, United Dressed Beef Company, and his family will camp at Montauk Point, L. I., during the coming week.

H. B. Van Name of the branch house department, Wilson & Co., New York, is spending a few weeks motoring through Connecticut.

M. B. Williams, small stock department, Armour and Company, Chicago, visited New York for a few days during the past week.

Frank D. Green, assistant general superintendent, Armour and Company, Chicago, spent a few days at the plant of the New York Butchers' Dressed Meat Company during the past week.

J. J. Moone, office manager, New York Butchers Dressed Meat Company, will be back at his desk next Monday, after having spent the past few weeks

vacationing at his cheerful home in South Hampton.

F. Cooper Rogers, Provision Broker, Inc., New York Produce Exchange, has been made exclusive sales representative on beef for the Jacob Dold Packing Co., of Buffalo, Omaha and Wichita for New York and vicinity.

H. K. Fogg, small stock department, Swift & Company, New York, is vacationing at Bell Grade Lake, Maine, while John Patterson of the beef department is spending a few weeks with his family at the Eddy Farm, Sparrowbush, New York.

A hearty and sincere welcome greeted Louis Joseph, manager of the beef department, Wilson & Co., New York, when he and Mrs. Joseph returned Saturday, June 28, on the S.S. New York. His several weeks abroad brought him back healthy and happy and ready for work.

At a meeting of the board of directors of Adolf Gobel, Inc., held on June 25, Curtis G. Pratt was elected vice-president. Mr. Pratt will be in charge of operations of the New York units, including Manhattan, Brooklyn, Merkel, Inc., C. Lehmann Packing Co., Howard Provision Co., and the Playland Refreshment Corporation.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended June 28, 1930, was as follows: Meat—Manhattan, 640 lbs.; Bronx, 55 lbs.; Queens, 10 lbs.; total, 705 lbs. Fish—Manhattan, 300 lbs. Poultry and game—Manhattan, 25 lbs.; Bronx, 68 lbs.; total, 93 lbs.

PASS ON THE BEEF PRICE CUTS.

Consumers should find current prices of beef considerably lower, C. B. Denman, member of the Federal Farm Board, said in a statement issued last week.

"Wholesale prices of dressed beef," Mr. Denman explained, "have declined sharply during recent months. According to figures issued by the U. S. Bureau of Agricultural Economics, wholesale prices of beef at Chicago, for example, are \$4.50 to \$7.00 per cwt., or 20% to 37% lower than a year ago. The greatest reductions have been on the cheaper grades of beef, which run from 25% to 37% lower, while the top and medium grades have been reduced from 20% to 28% below prices of a year ago.

"The housewife can reasonably expect retail prices of beef to reflect the full reduction possible under present wholesale beef and live cattle prices."

Mr. Denman said he thought the present condition reflected a temporary surplus of beef rather than a national surplus of beef cattle, and with consumers getting the full benefit of the lower price level, the temporary surplus would quickly disappear and more stable prices would return.

What are proper hog cooling temperatures? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

A. C. Wicke Mfg. Co.

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NEW YORK CITY

Main Office and Factory: 406 East 102nd St.

Salerooms:
425-435 E. 102nd St.

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The Man Who
Knows



The Man You
Know

Flavor

Taste

Products that make your mouth water and bring your customers back for more. A result that NEVERFAIL Cure always gives you and insures you of increased business and greater profits.

A flavor beyond comparison, a wonderful color and at a cost so reasonable that there is no excuse for you not taking advantage of the benefits that NEVERFAIL, the perfect Cure (reg. U. S. and Can. Pat. off.) has to offer.

Write for complete information

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings

H. J. MAYER & SONS CO.

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Canadian Plant, Windsor, Ont.

Easy to Clean—Strong—More Pressure

The Superior Ham Mold

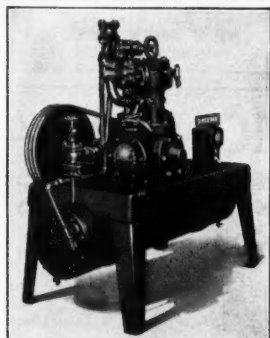
Write today for full information on these SUPERIOR Molds. No obligation!



Notice the heavy, simple spring construction.



Superior Brass Foundry, Waterloo, Iowa



Small Unit Type Phoenix Compressor

A wonderful Automatic Ice Machine for Meat Packer That Operates Chain Markets

Write for Prices
The Phoenix Ice Machine Co.
2711 Church Ave.
Cleveland, Ohio

Stockinette
Suggestions by
Fred C. Cahn

Sole Selling Agent For

The World's Largest Knitters of Stockinette Fabrics

Could a butcher shop without a screen door sell meat?



BEEF HIND

Here is an effective argument that can be used in selling your various beef products to retailers or large consumers at this time of year. You can have but one better argument for your product—that is its actual quality.

Suppose you tell him that, for reasons similar to his reason for using a screen door in summer, you clothe your beef cuts in Stockinette and they travel so from your cooler to his ice box.



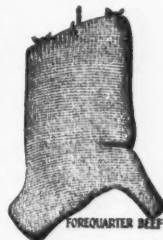
RIB

He in his turn can use this Stockinette argument in persuading his customers that they are getting something extra good from him. They are, because cuts so covered are protected



CHUCK

against flies, other insects, dust, and dirty hands and clothes—very important at any time but most of all in summer.



FOREQUARTER BEEF



FULL LOINS

Fred C. Cahn
222 West Adams Street
Chicago, Illinois

Selling Agent

The Adler Underwear & Hosiery Mfg. Co.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	8.25@10.75
Cows, common and medium	5.00@ 6.50
Bulls, cutter-medium	4.50@ 6.50

LIVE CALVES.

Vealers, good to choice	\$10.50@13.00
Vealers, medium	8.00@10.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$10.50@11.50
Lambs, medium	8.50@10.50
Lambs, common	7.00@ 8.50
Ewees, medium to choice	2.75@ 3.50

LIVE HOGS.

Hogs, 100-210 lbs.	\$ 9.25
Hogs, medium	9.25
Hogs, 120 lbs.	8.75
Roughs	8.00
Good roughs	8.00

DRESSED HOGS.

Hogs, heavy	\$15.50
Hogs, 180 lbs.	16.00
Pigs, 80 lbs.	14.50
Pigs, 80-140 lbs.	14.50

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	18
Choice, native light	18
Native, common to fair	16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	16
Native choice yearlings, 400@600 lbs.	17
Good to choice heifers	15
Good to choice cows	13
Common to fair cows	12
Fresh bologna bulls	11

BEEF CUTS.

	Western.	City.
No. 1 ribs	30 @32	24 @28
No. 2 ribs	26 @28	24 @26
No. 3 ribs	23 @25	24 @24
No. 1 loins	33 @37	30 @30
No. 2 loins	33 @36	30 @34
No. 3 loins	28 @32	30 @30
No. 1 hinds and ribs	27 @30	24 @28
No. 2 hinds and ribs	24 @26	21 @24
No. 3 hinds and ribs	20 @23	20 @20
No. 1 rounds	20 @21	20 @20
No. 2 rounds	18 @19	19 @19
No. 3 rounds	16 @17	17 @17
No. 1 chucks	19 @21	18 @18
No. 2 chucks	18 @19	17 @17
No. 3 chucks	16 @17	16 @16
Bolognas	14 @15	12 @13
Rolls, reg., 6@8 lbs. avg.	22	22 @23
Rolls, reg., 4@6 lbs. avg.	17	17 @18
Tenderloins, 4@6 lbs. avg.	70	70 @70
Tenderloins, 5@6 lbs. avg.	80	80 @80
Shoulder clods	10 @10	11 @11

DRESSED VEAL AND CALVES.

Prime veal	26 @28
Good to choice veal	22 @25
Med. to common veal	15 @21
Good to choice calves	18 @22
Med. to common calves	14 @18

DRESSED SHEEP AND LAMBS.

Lambs, prime	25 @27
Lambs, good	25 @25
Sheep, good	11 @13
Sheep, medium	7 @10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	19 @20
Pork tenderloins, fresh	30 @55
Pork tenderloins, frozen	48 @50
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	15 1/2 @16 1/2
Butts, boneless, Western	23 @24
Butts, regular, Western	19 @20
Hams, Western, fresh, 10@12 lbs. avg.	21 @22
Hams, city, fresh, 6@10 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. average	16 @17
Pork trimmings, extra lean	30 @31
Pork trimmings, regular, 50% lean	10 @11
Spareribs, fresh	13 @14

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	25 @26
Hams, 12@14 lbs. avg.	24 @25
Picnics, 4@6 lbs. avg.	17 1/2 @18
Picnics, 6@8 lbs. avg.	16 1/2 @17
Rollettes, 8@10 lbs. avg.	17 1/2 @18 1/2
Beef tongue, light	30 @32
Beef tongue, heavy	34 @36
Bacon, boneless, Western	23 @24
Bacon, boneless, city	20 @21
Pickled bellies, 8@10 lbs. avg.	18 @19

FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	18c a pound
Mutton kidneys	11c each
Livers, beef	37c a pound
Oxtails	18c a pound
Beef hanging tenders	30c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 3/4
Breast fat	@ 2
Edible suet	@ 4 1/4
Cond. suet	@ 3

Green Calfskins.

	5-9 1/4-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.20	2.30	2.40	2.60
Prime No. 2 veals	.16	1.90	1.95	2.15
Buttermilk No. 1	.14	1.75	1.85	2.05
Buttermilk No. 2	.12	1.50	1.60	1.80
Branded Gruby	8	1.00	1.10	1.20
Number 3				At value

BUTTER.

Creamery, extra (92 score)	@33
Creamery, firsts (88 to 90 score)	30 1/2 @31
Creamery, seconds (84 to 87 score)	28 @30
Creamery, lower grades	26 @27 1/2

EGGS.

(Mixed colors.)

Extra, dozen	24 1/2 @25
Extra, firsts	22 1/2 @24
Firsts	22 1/2 @23
Checks	20 @20 1/2

LIVE POULTRY.

Fowls, colored, fancy, via express	@25
Fowls, Leghorn, via express	@22

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	24 @25
Western, 48 to 54 lbs. to dozen, lb.	22 @23
Western, 43 to 47 lbs. to dozen, lb.	21 @22
Western, 36 to 42 lbs. to dozen, lb.	19 @21
Western, 30 to 35 lbs. to dozen, lb.	18 @20

Fowls—fresh—dry pkd.—12 to box—prime to fecy:

Western, 60 to 65 lbs. to dozen, lb.	@26
Western, 48 to 54 lbs. to dozen, lb.	@24
Western, 43 to 47 lbs. to dozen, lb.	@23
Western, 36 to 42 lbs. to dozen, lb.	@22
Western, 30 to 35 lbs. to dozen, lb.	@21

Turkeys—

Western, young toms, prime to fancy	40 @42
Western, young hens, prime to fancy	38 @40

Squabs—

White, ungraded, per lb.	25 @35
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Chickens, fresh, 12 to box, prime to fancy:

Western, under 17 lbs.	@28
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Fowls, frozen—dry pkd.—12 to box—prime to fecy:

Western, 60 to 65 lbs., per lb.	@26
Western, 48 to 54 lbs., per lb.	@24
Western, 43 to 47 lbs., per lb.	@23

Ducks—

Long Island	@18
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BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended June 28, 1930:

	June 20	21	23	24	25	26
Chicago	.32	.32	32 1/2	32 1/2	32 1/2	32 1/2
N. Y.	.33	33 1/2	33	33	32 1/2	33
Boston	.33 1/2	33	33	33 1/2	33 1/2	33 1/2
Phila.	.34	33 1/2	34	34	33 1/2	34

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	32 1/2	32 1/2	32 1/2	32 1/2	32 1/2
Receipts of butter by cities (tubs):					

	Wk. to	Prev.	Last	Since Jan. 1—
	June 26.	week.	year.	1930.
Chicago	56,755	58,926	62,526	1,687,390
N. Y.	75,255	77,881	66,522	1,888,955
Boston	28,893	27,480	25,700	554,044
Phila.	18,581	22,502	21,568	578,829

Total 179,484 186,798 176,314 4,700,218 4,714,803
Cold storage movement (lbs.):

	In	Out	On hand	Same
	June 26.	June 26.	June 27.	last year.
Chicago	443,628	62,923	20,439	1,221,997,630
New York	422,270	28,392	12,730	1,029,777
Boston	222,530	24,006	6,798	5,080,229
Phila.	156,183	15,185	4,249	3,608,185
Total	1,244,611	130,506	44,217	34,915,830

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 1.90
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ 1.70
Blood, dried, 15-16% per unit	@ 3.25
Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory	3.80 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.00 @ 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	3.25 @ 50c
Soda Nitrate in bags, 100 lbs. spot	2.07 @ 2.10
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.25 @ 10c
Tankage, unground 9@10% ammo	3.00 @ 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@25.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	30.00 @35.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@12.65
Kalnit, 14% bulk, per ton	@ 9.70
Muriate in bags, basis 80% per ton	@37.15
Sulphate in bags, basis 90% per ton	@48.25

Beef.

Cracklings, 50% unground	@ 80
Cracklings, 60% unground	@ 85

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	95.00 @125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 85.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 90.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@110.00
Horns, according to grade	75.00 @200.00

Lincoln Farms Products Corporation

Collectors and Renderers of

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Manufacturer of Poultry Feeds

O'hee: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

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Caledonia 0113-0114

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